

# CONNECTICUT INDUSTRY



AS THOUSANDS OF MEN MARCH OFF TO WAR, THE RECRUITING AND TRAINING OF WOMEN BECOMES CONNECTICUT INDUSTRY'S NUMBER ONE PROBLEM. (See items in "Connecticut at War", page 18.)

## JANUARY 1943



OFFICIAL PHOTOGRAPH,  
U.S. ARMY AIR FORCES

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**The FULLER BRUSH Company**  
*Industrial Division, Hartford, Conn.*

VOLUME 21

NUMBER 1

JANUARY 1943

# CONNECTICUT INDUSTRY

MANUFACTURERS' ASSOCIATION OF CONNECTICUT, INC.

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Published monthly by the Manufacturers' Association of Connecticut, Inc., with executive offices at 416 Capitol Avenue, Hartford, Connecticut. Entered as second-class matter January 29, 1929, at the post office at Hartford, Connecticut, under the Act of March 3, 1879. As the official magazine of the Manufacturers' Association of Connecticut, Inc., it carries authoritative articles and notices concerning the Association activities. In all other respects the Association is not responsible for the contents and for the opinion of its writers. Subscription Rates: \$4.00 for 3 years; one year, \$1.50; 20¢ a copy. Subscribers should notify publisher promptly of changes in address. Advertising rates on application.

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# HELP FOR THE DISABLED

Despite the many dark interludes of war that have temporarily obscured man's journey toward more humanitarian living there have been some compensations. Among those which may result from the present war, largely due to the manpower shortage, is the more widespread training and employment of physically handicapped workers.

The remarkable progress made already to fit the disabled into useful jobs where they can earn average wages, in most instances, has been an outstanding achievement of the Connecticut Vocational Rehabilitation Service during the past year. The news of this Connecticut development has been widely publicized through Rotary Magazine, Reader's Digest, Life Magazine, Rehabilitation Service bulletins and by many personal platform appearances by E. P. Chester, Vocational Rehabilitation Service Director. Results thus far attained through the widespread adoption of the Connecticut vocational rehabilitation plan, hold promise for the eventual placement of four-fifths of an estimated million physically handicapped persons in this country during the war and perhaps millions more in the United States and abroad during the peacetime era.

As originally conceived in 1920, Vocational Rehabilitation was a service intended to supplement Workmen's Compensation by providing for the retraining and re-establishment in industry of workers who had been previously injured in the course of their employment. But soon after Vocational Rehabilitation Service was inaugurated, in 1930, as a division of the Connecticut Department of Education, the field was broadened to provide vocational guidance training, medical and other necessary aids to all physically handicapped Connecticut residents over 16 in preparation for suitable paid employment. Interest in the work increased as well as placements during the first few years. The outburst of the war in 1939 brought renewed interest—a substantial increase in placements of handicapped people in useful jobs during the next two years.

Looking ahead after Pearl Harbor, E. P. Chester, state director of the Rehabilitation Service, foresaw in the coming manpower shortage a golden opportunity for the rehabilitation and placement in useful war jobs of the great majority of handicapped men and women of the state. Not only did he see this wartime period as a rare opportunity to help the disabled of Connecticut, but through wide publicity he hoped to speed their salvation in other states hard pressed and willing to use manpower even though restricted to performance within certain limits. He lost no time in securing the enthusiastic cooperation of our Association. Later he secured the assistance of the Connecticut Medical Association, Yale University, Trinity College, U. S. Employment Service, social service agencies, blind institutions, vocational schools and even the artificial arm and leg makers.

To speed the process of rehabilitation and placement, the Association assisted Mr. Chester in setting up "Man Salvage Clinics" starting last March. With the cooperation of local manufacturers' association groups in Hartford, Waterbury, Bridgeport and New Haven, experienced personnel men from at least a dozen or more employers were brought together in a dozen such clinics. They heard the medical and job aptitude reports of the physician and psychologist who examined the disabled and had an opportunity to meet and question each handicapped person so reported. The amazing results of the 12 clinics thus far held have been as follows: Approximately 60% of the handicapped placed on jobs; 25% referred for training for war production jobs; 10% have required provision or repair of artificial appliances and 5% recommended for further medical or psychological study.

But the extent of the results of this democratic learning process involving all participants in a clinic cannot be properly evaluated for many months, perhaps years to come. Already it is known that the clinical method has caused a large number of employers to hire hundreds of disabled workers listed with the Workmen's Compensation Commission in addition to those placed at clinics. Now, for the first time in American history, employers throughout the nation are eagerly seeking an opportunity to employ disabled men and women because they have proved their efficiency. Many are even going to the expense of fitting them for jobs rather than run the risk of losing a probable opportunity to hire them when they have finished training and receiving proper medical attention given by the state.

Follow-up reports about the work of the physically handicapped who have been placed have been glowing and heartening. Bitter as are the normal fruits of war, the achievements attained during the past nine months in rescuing thousands of disabled men and women from a lifetime of dependency and despair, should instill in every employer a missionary zeal to help spread this "silver lining" of war to the greatest possible number of physically handicapped persons now and during the future era of peace. No devotion to this great cause of rebuilding shattered lives can be too great; none more soul-satisfying and fruitful, even in terms of material rewards.

*Alfred P. Fuller,*

*President.*

# MORE PLANTS IN CONNECTICUT WIN THE "E"

At least 11 additional war plants in Connecticut have, through the medium of Army-Navy "E" awards, been praised for successfully passing the ammunition to Uncle Sam's fighting forces. A joint recognition of exceptional performance on the production front, the "E" pennant literally stands for industrial excellence, a fitting tribute to the all-out war-time efforts of workers and management. As one company phrased it, the award "to us serves not only as an inspiration but as a challenge to achieve today what yesterday seemed impossible . . . to achieve tomorrow what seems impossible today."

Following are brief reviews of the latest "E" ceremonies in the state:



**M**ANCHESTER — Last month 1,000 employees of Pioneer Parachute Company, celebrating its fourth anniversary, were honored with the Army-Navy's coveted burgee. Output of silk and rayon parachutes, it was revealed, has increased 330% since January a year ago.

Prior to the presentation, guests witnessed parachute opening tests at the company's test tower. One chute was whirled in a giant circle until it reached 220 miles an hour, at which point the rip cord was pulled, and the rayon billowed out.

One week later Cheney Brothers, silk manufacturers since 1838, received the same award in the State Theater. Until a short time ago entirely on civilian production, the company is now making fabrics for parachutes, turned out by its subsidiary, Pioneer Parachute, and for other war uses. In presenting the flag Major General Frank R. McCoy, member of the Roberts Commission, pointed out that it was not the first time Cheney Brothers had converted to war production. He recalled hearing Colonel Frank Cheney tell of his return from the battle of Antietam in the Civil War to build Spencer rifles, invented by an em-

ployee named Chris Spencer. Cheney's present head, Ward Cheney, is currently on active duty in the Solomons as a U. S. Navy officer.

**HARTFORD**—Another Connecticut concern which took part in the Civil War as well as three others, and which is now hitting the Axis hard with pistols and cannon, is Colt's Patent Fire Arms, also recent recipients of the "E" award. Held in the State Armory, the presentation was made by Major General C. T. Harris, Jr., commanding general at the Aberdeen, Md., proving grounds.

He said in part: "... there can be no let up. You have done well, but you must do even more. This is a long, hard war with strong enemy nations." President Samuel M. Stone and Sydney Gunning, business agent of Colt's CIO union, accepted the pennant for the company and employees, 1,100 of whom are in service.

**MERIDEN**—Honored with the "E" for efficiency in turning out field telephones for the armed forces, the employees of Connecticut Telephone & Electric were told that, as soldiers of production, "no matter what your individual job may be, you can be sure

it bears an important relation to the victorious results that some day will be ours."

Representing the Army and Navy were Colonel Conrad E. Snow of the Signal Corps and Lieut. Commander L. H. Brendel. State Labor Commissioner Cornelius J. Danaher and former Lieut. Governor Odell Shepard also spoke, the former announcing the company's formation of a War Production Drive joint labor-management committee. Mr. Danaher observed that "there is plenty of room within the structure of our American system for the satisfaction of both employer and employee needs without animosity or ill will. . . . The ends of management and of labor should be identical . . . if problems are worked out on a realistic, fair and impartial basis. . . . We're never going back to the labor relations of fifty, twenty or even ten years ago."

Four days afterwards New Departure Division of General Motors, with plants both in Meriden and Bristol, received the same pennant. Major Hallsom R. Battley of the U. S. Army Air Corps and Lieutenant John D. Lodge, U. S. N. R., did the honors, with Governor Raymond E. Baldwin master of ceremonies. The exercises were

held in Meriden in the morning and repeated in Bristol in the afternoon.

Major Battley pointed out that to the best of his knowledge there was



**NEW DEPARTURE'S** General Manager F. G. Hughes beams proudly as he acquires a boutonniere from an equally proud defense "workerette" at ceremonies which marked presentation of "E" award to Endee plants in both Bristol and Meriden.

not a single American mobile fighting craft in the air, on the ground or on the sea that lacked New Departure ball bearings. General Manager Frederick G. Hughes, pledging a greater production record, said: "We are used to new departures. They and victory are our business."

**NEW LONDON**—Cited again for peak production of submarines, Electric Boat was awarded the "E" flag with a star, to show that the company has continued to equal its exceptional output in the six months following the winning of the original Navy "E" last March. Thousands of workers paused briefly from their tasks to witness the ceremonies, which included the launching of the submarine Mingo. President L. Y. Spear, a former Navy officer and the nation's leading authority on submarine design and construction, gave the address of welcome.

**NEW HAVEN**—Brigadier General Guy H. Drewry of the Springfield Ordnance District presented the "E" pennant to the High Standard Manufacturing Company in an impressive ceremony. Colonel F. H. Payne, also of the Springfield Ordnance District, reviewed the concern's unusual history, praising Gustave Swabilius, who started to produce precision pistols two years ago with 100 men and antiquated machinery. Now some 4,000 employees are turning out machine guns.

A few days later the M. B. Manu-

**THE FOLLOWING** Connecticut concerns have been awarded the Army-Navy "E" since mid-October when 59 names appeared on the honor roll of recipients of the flag published in connection with the Association's annual meeting:

Atwood Machine	Stonington
Chase Brass & Copper	Waterbury
Cheney Brothers	Manchester
Colt's Patent Fire Arms	Hartford
Connecticut Telephone & Electric	Meriden
*Electric Boat	New London
General Motors, New Departure Div.	Bristol (Plant A), Meriden (Plant D)
High Standard Manufacturing	New Haven
M. B. Manufacturing	New Haven
Pioneer Parachute	Manchester
**Scovill Manufacturing	Waterbury
***United Elastic Corp., American Mills Permo-Flex Plant	New Haven

Belding-Hemingway-Corticelli, Putnam; Panish Controls, Bridgeport; Henry G. Thompson Co., New Haven; Warren-Quinebaug Mills, Inc., Waukegan; Cinaudagraph Corp., Stamford; DeJur Amsco Corp., Shelton; Russell Manufacturing, Middletown and Stanley Works (main plant), New Britain have also been elected to receive the pennant although ceremonies have not been held as this issue goes to press.

\* Awarded star for six months continued high production following receipt of original Navy "E".

\*\* Separate award to A. Schrader's Son Division, Brooklyn.

\*\*\* Awarded in September, 1942. Omitted from previous list through error.

facturing Company also was honored for "meritorious service rendered the fighting forces".

**WATERBURY** — WPB Chairman Donald Nelson, General Hugh A. Drum and Admiral Thomas S. Hart took part in the presentation of the Army-Navy production pennant to Chase Brass & Copper. Radio Com-

mentator Fulton Lewis, Jr., was master of ceremonies. Almost 7,000 workers from the company's four plants attended. Chase earlier had been awarded the Navy "E".

Scovill Manufacturing received its second joint award when the A. Schrader division in Brooklyn, N. Y. was given the "E" in a program witnessed by more than 3,000 employees.



**HAROLD W. HARWELL** (at microphone) president, Connecticut Telephone & Electric, Meriden, receives Army-Navy "E" award on behalf of management. Frederick Dobson (not in photo) AFL president at the factory accepted for employees. At right is Lieut. Commander L. H. Brendel, Incentive Division, U. S. Navy.

# WAR CONGRESS OF AMERICAN INDUSTRY

This year's solemn and determined convention of the National Association of Manufacturers, held last month in New York's Waldorf-Astoria Hotel, both summed up the tremendous tasks tackled and trounced during 1942 and looked ahead to what 1943 should and shouldn't bring for quick and final victory. The nation's leading makers were glad to know that on the whole they, together with their workers, had in 1942 passed the ammunition—enough and in time. And they also saw that, come peace, industry, to remain free, must continue to develop its social consciousness by taking the main responsibility for providing full employment. Below are sketched highlights of some of the most important addresses of the three-day session.

**"MAKING AMERICA STRONG",** keynote address by William P. Witherow, *former NAM president and head of Blaw-Knox Company.*

"I think above all else, we owe our best to government—not just in production, but in the affairs of management and organization in which we've had experience.

"From out of that experience, let us propose a method for the regular and systematic co-ordination of the war effort. In every other nation at war, this is done by means of a War Cabinet, comprised of the administrative head of each important division of the effort. No more efficient substitute has been devised.

"One of the significant members of the War Cabinet should be the one man, who has full authority over the production of war materiel.

"I cannot come down too hard, or with too much emphasis on that word 'one.' I never, and you never saw a winning football team with two quarterbacks on the same team on the field at once.

"Manpower problems, war financing, and other major undertakings also should have single-headed representation on the War Cabinet.

"Patriotic managers of enterprise should continue to put themselves at the service of government. This is our government—the



**WILLIAM P. WITHEROW**

people's affair. If government machinery is not modernized to keep pace with the exacting demands of war . . . criticizing it won't help. Getting in, as business executives have already done in the WPB, and helping our government . . . is the answer. . . .

"Labor's more definite responsibility in the war management picture should be in the field of its specialized ability. Labor leaders should be put in an official position to keep their no-strike pledge, to hold down the alarming growth of absenteeism, to put an end to the production delays of jurisdictional strikes. . . .

"Efforts to misuse this war as a means of socializing American industry and our society do not strengthen but weaken this nation for war. The American people will have no traffic with Socialism or Communism or Fascism if they can identify them; and they are disturbed by any suspicion of encroachment on their freedoms.

"There's the \$25,000 limitation on salaries. If that will make the war easier to win, if it will really help finance the war, if it will help stop inflation, if it will save a single soldier's life—then by all means let's have it.

"But it won't do any of those things.

"This idea was unblushingly borrowed from the public platform of the Communist Party in 1928, and foisted upon the country over the expressed refusal of Congress to pass such a restriction. It constitutes open, recognizable

**GENERAL VIEW OF NAM WAR CONGRESS BANQUET SESSION AT THE WALDORF-ASTORIA**





and unmistakable surrender to those who desire to change our form of society and government.

"It is a ceiling on initiative—a danger on opportunity. . . .

"Post-war reconstruction is going to require the investment or vast sums of capital. Pre-war plants must be converted back to peacetime products; war-built plants must be put to some new use or liquidated. Our allies—and possibly our present enemies—in war-shaken foreign lands, must be financed back to a basis of productivity.

"If private capital is permitted to do the job, it can be done to the benefit of our foreign friends, and with a margin of profit to our own citizens that will help bring world-wide prosperity. . . .

"If government undertakes a share-the-

wealth plan on an international scale, it may benefit those in foreign lands, but only by the impoverishment of the American people. For government has no source of capital except by taxing the income of its citizens. . . .

"Private capital, however, encouraged out of the bombproof shelter to which it has been forced for a full decade, can and will do the job—to the mutual benefit of those abroad and our citizens at home.

"How important it is, therefore, during the balance of this war, for us to nurture capital, not destroy it! How important it is to convince the public that an honest profit—and all capital comes from accumulated profits—is inherently desirable, not an evidence of profiteering. How important it is to keep our tax structure such that we do not eliminate the producers who build the capital supply we will need so des-

perately at the war's conclusion! How important it is to avoid government policies and post-war plans that will scare every individual with an income into a belief that future prospects of profitable investment are hopeless, and that he may as well waste his funds now in profligate spending!

"Here is a great field for constructive action by government. It can help win the war and the peace by an unequivocal declaration—and by action in harmony with its words—that private capital will be encouraged to provide the motive power for post-war reconstruction.

"Government planning and regimentation would fail, not only on the economic front, but on the social front as well. To achieve peace and plenty is too big a job for any one administrative organization—however good and honest it may be. . . ."

### "A NATION FINDS ITSELF"—by Donald M. Nelson, *Chairman, War Production Board.*

"Currently, for the first time, the United States is turning out combat armaments in as great a volume as the entire Axis. By combat armaments, of course, I mean guns, tanks, airplanes, shells, fighting ships and the necessary incidentals and components.

"The United Nations all together now are producing twice the volume of combat armaments that their enemies do.

"Furthermore, the tide of production is now running strongly in our favor. For while this country is at last equaling the entire volume of Axis production, our arms output is still rising. For at least another year it will continue to rise—very substantially. On the other hand, the Axis cannot count on much, if any, further expansion. . . .

"By the end of next year—1943—America alone will produce almost as great a volume of combat armaments as all the rest of the world combined, allies and enemies together. One year from now American production will be nearly twice as large as that of the Axis; United Nations production will be nearly three to one ahead of Axis production. . . .

"If you look back over our war production program you will see that it has fallen naturally into three phases.

"The first stage was the curtain-raiser—the prelude to the real thing, the stage we passed through before Pearl Harbor. In that stage our production program was small. Our civilian economy functioned on a normal basis—military demands were met, for the most part, out of the surplus. . . .

"The second stage, was the stage of great expansion. The programs stating the requirements of the armed services were enormously increased. Tremendous effort went into the work of increasing the nation's capacity to make arms. Plans were formulated to convert



DONALD M. NELSON

the entire economy to war. In line with those plans, the production of consumer goods was stopped in one field after another, and the men, machines and materials formerly used to make goods for peace were converted to the production of goods for war. Tighter and tighter controls were set up over the flow of materials, as the sum total of demands on our resources became greater than the sum total of our supplies. The monthly rate of war production trebled and quadrupled during the year. Throughout the country, men, machines and materials were organized to meet the new objectives. To an ever-increasing extent, the civilian economy felt the pressure of the war program. It becomes clearer and clearer that there is literally no area of life in the United States, and no form of human activity, which is immune from that pressure. . . .

"During the past year we have passed

through that second stage. Naturally, the stage of planning and organizing is still going on, and will not end until victory is won. . . .

"That puts us into the third phase, which is the stage wherein our most important task is to make certain that we make the best possible use of what we have. That is stating it in its simplest terms, of course. Perhaps it would be better to say in this stage it is supremely and vitally imperative for us to let no consideration whatever keep us from bringing every ounce of our national strength to bear where it is needed most.

"That involves, first of all, a greater reliance than even this mechanically-minded country has ever before placed on technology—on the "know how" of our best technicians and engineers, on finding better and more efficient ways of doing things, on constantly improving both our products and the methods by which those products are made, on making sure improvements which are devised in one factory are speedily made available to all others and are put to use by them. We know we are not going to have enough man-power, enough material or enough machinery to do the job the way we would like to do it. Therefore it is absolutely imperative we use all three in the most effective possible manner. . . .

"There is only one measuring stick—what hits the enemy the hardest, takes precedence over everything; from vested interests in a given market to financial interest in a patent or a production process, from painfully acquired social and economic rights to the established routines and procedures of corporations or government. . . .

"We have got to face the fact that going into a full war economy means—in the fullest sense of the words—all-out mobilization for war. . . ."

### "MANAGEMENT'S RESPONSIBILITY IN THE POSTWAR WORLD"—by Henry J. Kaiser.

"American industrial leadership has its challenge. It can surrender to the social politicians who have little to offer to save an ultimate bankruptcy, or it can win the greatest battle of its history by giving America the opportunity to work, and in due time by extending that opportunity through our facilities,

through our products, through our finance, into the far corners of the earth. . . .

"Now is the time to plan for peace since the kind of life that we will live, the opportunities that we will enjoy, the service that we will render, are what we are fighting for. It is a way of life! . . .

"The time has now come for American industry to take the leadership and actually put a plan into action. The plain truth is we dare not wait for any protracted period of national or international contention as to what plan is

(Continued on page 23)

# HIGHWAY SAFETY CRUSADE WILL SAVE MANPOWER

**R**ESPONSIBLE enforcement officials have stated that nearly all the automobile operators in the State are decent and law abiding. During the past year there has been a huge influx of workers from other states into Connecticut to provide manpower for our expanded war production. It is evident that a number of these new residents have not yet become informed about the highway regulations of this State.

There is another group found among the younger element which has recently acquired a degree of economic independence and new cars, but which has not yet developed a feeling of responsibility toward the public in exercising its new privileges.

This minority, although small in numbers as compared to the 605,833 licensed drivers in the State, not only endangers itself but is a menace to all others who use the highways whether

COOPERATING with the Highway Safety Commission, the Manufacturers Association of Connecticut is offering its members an opportunity to participate in the current safety campaign to be carried on among the factory workers of the state in an effort to reduce the highway accident rate. Miss Leila E. Thompson, Chairman of the Industrial Division of the Highway Safety Crusade, has prepared pay envelope stuffers and bulletin board posters and any interested concern may obtain this literature by addressing the Highway Safety Commission, State Office Building, Hartford.

they be drivers of cars or pedestrians. Many of the appalling fatalities from motor vehicle accidents on our highways that numbered 262 for the first 11 months of 1942, can be attributed to carelessness among pedestrians; but

too many such accidents are caused by selfish, careless drivers.

A plan proposed by Miss Leila E. Thompson, Chairman, Industrial Division of the Highway Safety Crusade and her Committee is designed to warn both drivers and pedestrians of the extremely dangerous hazards now prevailing due to long hours of darkness and the great number of cars traveling to late working shifts. This year the normally expected dangers of heavy snows and the ice storms are aggravated by the current shortage of both manpower and the equipment for clearing the highways for traffic.

The current Highway Safety Campaign opened December 1st following a declaration of urgent need published by Governor Robert A. Hurley. This was followed by the publication of statements from Edward J. Hickey, Commissioner of State Police, John T. McCarthy, Commissioner of Motor Vehicles, William J. Cox, Commissioner of Highways and Chester Bowles, OPA Administrator, stating that all laws and regulations would be strictly enforced for the duration of the war. Contacts were established with local enforcement officials all over the State for the purpose of developing local enforcement and safety educational programs.

Sunday, December 6th was set aside as Safety Sunday and letters from high church dignitaries were read in all the churches in the State urging the assembled congregations to observe safety regulations and to practice every precaution while either driving or walking on the highways. This emotional appeal led to the organization of the Highway Safety Crusade through the public and parochial schools. There were 275,000 attractive Christmas folders distributed to students throughout the State containing startling facts about Connecticut's sad record and also the horrible carnage created by automobile accidents on our highways.

The folder contained the form for a Safety Crusaders pledge asking the school pupils to join the Safety Crusaders League. They were also in-

(Continued on page 24)



CONNECTICUT'S HIGHWAY SAFETY COMMISSION plans its accident prevention campaign as a wartime manpower conservation measure. (Left to right, seated) Most Reverend Maurice F. McAuliffe, Bishop of Hartford; Justice Arthur F. Ellis, Supreme Court of Errors and Chairman, Highway Safety Commission; Dr. Katharine Blunt, President, Connecticut College; (standing) Odell Shepard, Lieutenant-Governor; Thomas D. Hanley, Campaign Chairman, Alonzo G. Grace, State Department of Education.

# IS A COMPENSATION POLICY ENOUGH?

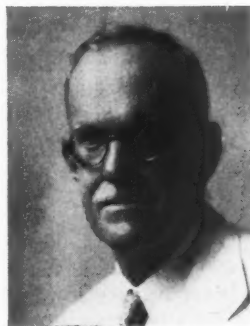
By C. W. COLLIER, *Assistant Secretary, Hartford Accident and Indemnity Company*

"DON'T BE TOO SURE that a compensation policy will cover every contingency when an employee is injured on the job," is the warning Mr. Collier issues in this article, third in a series, which discusses some of the problems presented by compensation insurance, particularly as they affect Connecticut concerns carrying on operations outside the state.

MANY feel that once a Connecticut employer has purchased a compensation policy providing insurance in the form approved by the Connecticut Insurance Department there is no need for him to give any further thought to the subject. It is believed that the compensation law provides a cut-and-dried formula for making payments to injured employees; that a compensation policy covers the liability for such payments and that accordingly the employer is fully protected. Unfortunately, however, this statement is only partially true. The employer may have many problems in the event of injury to his employees, and a compensation policy covering the liability under the Connecticut Compensation Act may not necessarily be a complete solution.

Consider, for example, the situation of an employer who has operations outside of Connecticut. There are compensation laws in effect in every state except one; there is a federal compensation law known as the Longshoremen's and Harbor Workers' Compensation Act which applies to maritime injuries to such persons as stevedores and shipwrights (but not to the crews of ships); there is a federal act known as the Jones Act applying to maritime injuries to members of the crews of vessels; there are compensation laws in most of the Canadian Provinces; there are states where insurance for compensation is a state monopoly, and there are states where the compensation law does not apply to all injuries—for example, the compensation acts of some states do not provide benefits for the death of an employee.

No two compensation acts are exactly alike, and in order for an employer to comply with the requirements of the acts to which he is subject he must in many cases formally accept the law by executing an acceptance form prescribed by the state author-



C. W. COLLIER

ities. He must post notices at the places of work, and in some states arrange for the acceptance of the act by his employees. In certain states the employer himself is obliged to make payments for excess compensation awarded to persons employed under age in violation of law (for example, in New York such liability cannot be insured). If he fails to comply with all the requirements in any state where he is carrying on operations, he may be subject to an imposing list of fines and penalties.

## Expert Advice Needed

Insurance companies have various methods of handling the problems which arise because of interstate operations of an employer in so far as insurance which the insurance companies are legally able to provide can take care of them, but such methods must be adapted to the individual risk and must be based on a thorough analysis of the insured's operations and business in so far as they affect the proper insurance of compensation obligations. There is no universal solution which can be applied to all cases, and there is no way for a private insurance company to insure the operations of an employer which are defi-

nately localized in a state where there is a monopolistic state fund, if the operations are of such a character that they are automatically subject to the compensation law of such a state.

In case the employees traveling outside of Connecticut are traveling salesmen, auditors or persons engaged in similar duties who are not definitely located in other states, most insurance companies have a form of endorsement which will provide voluntary payments equivalent to the compensation benefits of Connecticut and will also reimburse the employer for any compensation benefits which he may be obligated to pay under the laws of any other state where the insurance company is licensed to write compensation insurance.

In the case of other employments such as, for example, a construction contractor who takes a contract in another state, it is necessary to provide specific insurance in that state upon notice by the employer. Some insurance companies in addition make use of an endorsement which acts as temporary insurance on such operations as the installation of the insured's products in states other than Connecticut whether such installation is done by employees hired in Connecticut or hired locally in other states. However, these endorsements usually require notice to the insurance company within thirty days after operations have commenced, and they, of course, do not help out the situation in states where monopolistic state funds are in operation.

## Liability for Uninsured Contractors

As another example of the problems of the Connecticut employer, assume that an employer lets out construction work to an independent contractor. Under the Connecticut law, if the

principal lets out to a contractor any work in his business to be performed in, on or about premises under his control, the principal is, in the first instance, liable for the payments of compensation to the employees of the contractor and his subcontractors. If the contractor and sub-contractors are not insured, then the principal will be charged a premium by his compensation insurance carrier.

Since the insurance company insuring the principal for compensation is liable for injuries to the employees of an insured contractor and his subcontractors, the insurance company is entitled to a premium for assuming the risk. In every case then where contractors and sub-contractors are employed, a Certificate of Compensation Insurance should be secured by the principal employer from the insurance carrier of the contractor. This certificate should be in such form as to require the insurer of the contractor to send a notice to the principal of any change in, or cancellation of, the policy.

While the Connecticut Act applies automatically to employers of five or more persons there are exceedingly rapid changes in industry at the present time and consequently an employer who has four employees on say, January 1st, may very readily have three or four times that number a month later. Moreover, a loss from a severe accident involving negligence under common law may very easily be much higher than it would be if claim were brought under the Compensation Act, and it must be remembered that smaller employers (those that have less than five employees) are less able to withstand such a loss without financial embarrassment than larger ones. Consequently it is highly advisable for an employer engaged in business in the state of Connecticut, even if he has less than five employees, to purchase compensation insurance and to relieve himself of the possibility of a loss that might prove to be a catastrophe to his business.

#### State-Wide Protection

A Connecticut employer may insure a plant in Hartford in one insurance company and a plant in New Haven in another insurance company. In such cases, however, arrangements should be made so that one of the insurance companies assumes liability for any operations which may be undertaken in the rest of Connecticut. Otherwise,

the employer may find that he has no coverage at all as to accidents occurring in a plant which he may have started, for example, in Waterbury.

The compensation policy contract in Connecticut may limit the insurance coverage to particular work at particular places, as stated in the Supreme Court's decision in the case of *Miller Brothers Construction Company v. Maryland Casualty Company*.<sup>\*</sup> If the insured has more than one insurance carrier, therefore, it is essential that arrangements be made so that all Connecticut operations are fully protected. Even if the employer has only one insurance carrier, care should be taken to see that the policy is written so as to definitely cover all Connecticut operations.

If an individual employer carrying on a business in the state of Connecticut is insured for compensation, the insurance does not apply to his domestic employees unless the policy is written so as to show that domestic employees are covered. In determining whether an employer operating as an individual has five or more employees, domestic servants are included in the count. Thus if an individual operating a shoe store employs four clerks in the store and a maid at his home, both the clerks and the maid would be subject to the compensation law of Connecticut and arrangements for insuring the compensation obligation should be made accordingly.

At the present time it is very common for two contractors to enter an agreement to perform a contract jointly. In such cases a separate policy

<sup>\*</sup> 120 Conn. 503 (1935).



should be issued to cover the operations of the joint venture, because under any ordinary conditions a joint venture is a separate legal entity and as such is a separate employer within the intent of the compensation acts. Consequently the compensation policy of one of the parties to the joint venture would not protect the party insured for his liability in the joint venture.

#### Hold Harmless Agreements

In recent years commercial contracts of all types have tended toward the inclusion of hold harmless agreements. For example, a contractor who is going to perform work on the premises of an owner may be required to hold the owner harmless for an injury to his (the contractor's) employees. Under a compensation policy it is provided that in the event of an injury to the employee of the insured by reason of the act of a third party, the compensation insurer, if it makes a payment to the injured employee, has a right of recovery against the third party to the extent of payments made. If, however, that right is nullified by reason of a contract entered into between the compensation insurer and the third party, complications may very readily result.

While there are at present no decisions by the Supreme Court of Connecticut on this particular matter, it seems probable that if an employee should be injured while in the course of his employment by reason of the act of the employee of a third party, and if the employer of the injured man had entered into an agreement with the third party to hold that party harmless for personal injuries, the following chain of events might occur. First, the compensation insurance carrier would pay the injured workman; second, the compensation carrier would make claim against the third party and if a judgment were obtained, then the third party would proceed against the employer, with the result that the employer might have to pay the claim himself even though he had compensation insurance. Hold harmless agreements should not, therefore, be entered into without careful examination, and in cases where they have been executed, it is important that the liability as respects personal injuries be insured in some fashion so that the employer is fully protected.

The particular problems which have

(Continued on page 25)



# NEW OFFICERS AND DIRECTORS ASSUME DUTIES

**S**TARTING January 1, 1943, Alfred C. Fuller, president of the Fuller Brush Company, Hartford, and Edward Ingraham, president of the E. Ingraham Company, Bristol, began their second year of service as president and vice-president of the Association, after their reelection at the annual meeting of the Board of Directors at the Hartford Club, December 22, 1942. Other officers and directors who began their terms January 1, 1943 follow:

James W. Hook, president of the Geometric Tool Company, and Chairman of the Board of the United Illuminating Company, both of New Haven, was also elected a vice president to serve during the calendar year of 1943. The new vice-presidential post was created as a result of the



**ALFRED C. FULLER**

dustry, has been not only responsible for the rapid growth of the Holo-Krome Screw Corporation, but also has been a prime mover in rehabilitating the Billings and Spencer Company of Hartford into a very large producer of drop forgings. He was also recently elected a member of the board of the United States Chamber of Commerce.

W. R. L. McBee, director for Tolland County, is treasurer of the Gardiner Hall, Jr. Company, manufacturer of sewing thread at South Willington, Connecticut. He is not only well known in the cotton textile trade but is also thoroughly acquainted with the problems of manufacturers whom he will represent in Tolland County.

Arthur B. Barnes, director for New London County, is treasurer of the Ponemah Mills Company of Taftville, and one of the best informed men in



**JAMES W. HOOK**

change in by-laws voted at the Association's annual meeting of 1941. Mr. Hook, a former president of the New England Council and an active member of many industry committees during NRA days and since, is not only well and favorably known in Connecticut and New England, but also has a wide acquaintance among officials in Washington and manufacturing executives throughout the country. From his broad knowledge of state and national affairs, he may be expected to make a contribution that will be of benefit to the Association and industry of the state.

William A. Purtell, president, treasurer and general manager of Bill-

ings and Spencer and the Holo-Krome Screw Corporation of Hartford, was elected treasurer of the Association at the Annual Board meeting to succeed Harold Fairweather, who resigned due to pressure of other duties as executive vice president of Colt's Patent Firearms Manufacturing Company, after giving five years of intelligent and devoted service in that post. Mr. Purtell, one of the younger leaders of in-



**EDWARD INGRAHAM**



**WILLIAM A. PURTELL**

New England on the manufacture of the finer grades of cotton textiles. Through service on various committees, he has gained a wide acquaintance with the many problems facing manufacturers in the New London County area.

David Moxon, director for Windham County, has been for many years agent and general manager of the American Thread Company, leading manufacturer of cotton and mercerized thread, Willimantic. He, like Mr. Barnes, is also well known and respected in the area which he represents.

W. R. Jennings, director for Middle-

(Continued on page 27)

# NEWS FORUM

## Awards

**THE WHITNEY BLAKE COMPANY** of New Haven has recently been added to the list of "Minute Men" flag winners, having enrolled more than 90% of the company's workers as regular purchasers of United States War Bonds.

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**LAPOINTE ENGINEERING COMPANY** of Unionville has received the Treasury "T" Flag for enrolling its personnel 100 percent for the purchase of bonds to more than 10 percent of payroll. Philip Hewes, newly appointed State Administrator of the Connecticut War Savings Staff, presented the flag to Jerome E. Respass, president of the company. State Senator Robert E. Parson also spoke at the ceremonies.

## Calendar

**MEETING** 100 strong at Hotel Statler in Boston recently, Connecticut's delegation to the war conference of the New England Council heard two of the state's most distinguished educators discuss the impact of the war on the morale and stability of the state.

Declaring that it was up to teachers to make the public aware of what it was up against, ex-Lieut. Gov. Odell Shepard, who is also head of English Department at Trinity College, de-

clared that "unless the teachers do a big job in the next few years and do it well, we are sunk." President Albert N. Jorgensen of University of Connecticut told the delegation that, because of the lack of a government plan, a number of colleges and universities might have to go out of business as a result of drafting of boys of 18 to 20.

Willard B. Rogers, head of Bond Hotels in Hartford, and Connecticut vice-president of New England Council, presided at the dinner. Connecticut's division elected the following directors: C. L. Campbell, Cornelius J. Danaher, Francis S. Murphy, John A. North, Lester L. Shippee, Edward L. Tucker, Elton S. Weyland and William C. Bell.

★ ★ ★

**MORE THAN 4,000** industrialists from all parts of the country assembled to attend the War Congress of American Industry at its opening session in New York a few weeks ago. Sponsored by the National Association of Manufacturers, the Congress was called for discussion of the war, of plans to expand production, and of problems of peace and post-war reconstruction by leading spokesmen of government and industry.

Frank Knox, Secretary of the Navy, told the War Congress that the U. S. has made a "good start" in the war since Pearl Harbor and "if, as some say, we have only been ankle deep in the war this year, we will be up to our necks in the year ahead."

**H. V. MACREADY**, president of National Industrial Advertisers Association, was the speaker at the dinner meeting of the Advertising and Marketing Council in November. Mr. Macready told the New England advertisers that they have a mighty battle of their own to be waged and won if they are to contribute their full strength to the nation's war effort. The second guest speaker was Lt. Commander L. H. Brendel, Incentive Division, U. S. Navy. The meeting was attended by 42 representatives from New England industrial and advertising companies.

Speakers during the business meeting were Fred Pinkerton, Schenley Distillers Corp., New York and Charles Foster, Magnus Chemical Co., Garwood, N. J. G. P. Lonergan of the Bristol Co., Waterbury, was chairman.

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**ARNOLD WILLIAMS**, general manager of Haydon Manufacturing Co., Forestville, was chief speaker at a meeting of Hartford Chapter, American Society of Tool Engineers, last month. Frank Curtis, gave a talk on "Induction Hardening Gears Without Grinding" at the meeting, which was attended by about 175 guests. A. H. d'Arcambal, vice-president of P & W Machine Division, Niles-Bement-Pond Company, reviewed the program for the coming engineering council.

A. B. Lindstrom, chairman of Industrial Relations Committee, reviewed efforts to the National Society and local Hartford chapter to assist in a pooling of tool engineering skill through a tal-

## PATRIOTIC PACKAGING

VELVET TOBACCO, famous product of the Liggett & Myers Tobacco Company, is now sold in a uniquely constructed PAPERBOARD carton.

This change from TIN will save approximately 3,450 tons of metal and 60% of transportation facilities annually, thus helping to win the war.

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**PAPER BOX COMPANY**  
MONTVILLE, CONN.  
NEW YORK OFFICE  
420 KINGS HIGH AVENUE

ent survey and an advisory panel of senior engineers. The Advisory Board includes: Arthur Merry, William Back, John Harten, Fred Woodcock, George Highberg, John Sundquist, William Schramm, Roy Bancroft, Victor Musulin, Albert Englund, and Harry Riechart, all of Hartford, and John Fry-singer of New Britain.

Members of the association interested in national defense training were invited by Stanley W. Stedfast to a meeting held at the City Club, January 6.

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**SPONSORED** by the New England Council, Manufacturers Association of Connecticut and New Haven County Manufacturers Association, a special meeting was held in Hotel Taft, New Haven, recently, for the purpose of acquainting manufacturers of Connecticut with the new controlled materials plan. The meeting featured talks by specialists, several from the regional office in Boston, among whom were Donald Hood, assistant regional director of priorities; Donald Day; priorities specialist, and William Rositer. Local priorities specialists assisted on the program, and C. A. Newton, district manager of the New Haven War Production Board, presided.

#### Died

**ADOLPH LODEWIJK DE LEEUW**, vice president and mechanical engineering consultant of Goss and De Leeuw Machine Co., New Britain, died last month at the age of 81. In addition to his activity in the direction of war work at the New Britain plant, Mr. De Leeuw was an author and inventor of a recoil mechanism for the French 75 mm. guns of the last war. During World War I he also built a number of war plants, some of them so rapidly that operations were under way while sections next door were being built. He was a member of the machine tool committee of the War Industries Board.

A native of Holland, he became a mathematics professor there, and before he was 26 had written several books on algebra and geometry. Shortly after coming to this country in 1890 he entered the engineering department of the Pennsylvania Railroad. Becoming chief engineer of Niles Tool Works at Hamilton, Ohio, a few years later,

he supervised the application of electric motors to machine tools. In 1923 he joined the firm which bears his name, after his association since 1910 with the Cincinnati Milling Machine Company, and after building a new factory for the company in Oakley, Ohio.

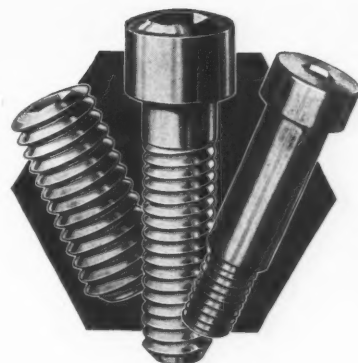
#### Health and Safety

**PLANS** for an educational program to reduce the number of lost man hours in industry as the result of venereal diseases and other causes, were discussed at an organization meeting of the division on industrial health of the State Committee on Social Protection, a unit of the State Defense Council, in the Hotel Elton. Members of this committee include: Mayor Vincent A. Scully of Waterbury; Mrs. Frances Roth, New Haven, secretary; John J. Driscoll of Waterbury, representing the CIO; John J. Egan of Bridgeport, representing the AFL; Dr. Alfred S. Gray of the Bureau of Industrial Hygiene, State Department of Health; State Health Commissioner Stanley Osborne; Alfred C. Fuller, president of Manufacturers Association of Connecticut; and Health Officer Edward J. Godfrey of Waterbury.

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**A "HEALTH FOR VICTORY"** Club for wives, mothers, sisters, landladies or any other women who feed employees of the Fuller Brush Company, was organized December 7, according to A. C. Fuller, president of the company and of the MAC.

Mr. Fuller stated that the club would "provide homemakers with the latest information on how to buy food wisely, how to plan healthful meals and how to cook food properly and to make sure they provide the best nutrition possible and on a minimum food budget." Miss Anna Fisher, home economist for the Hartford Electric Light Company, will conduct the meetings where meal planning guides containing menus for every meal of the month, including lunch box suggestions, will be submitted to all members. All menus are based on scientific nutrition principals as discovered and compiled by the Westinghouse Home Economic Institute, where the country's first "Health for Victory" Club was formed last February.



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*IT STAYS* on the level of our all-time *high* in strength of material, thoroughness of heat-treating, accuracy of threading. Not one characteristic of Allen screws has changed except for the better.

Production-gains have *all* been scored by improved manufacturing processes; not in a single case by cheapening the product.

Step-by-step inspection standards have been *more* intensively applied, not less. So that everything "Allens" have had they have **NOW**. And every quality that's won your preference will continue to *hold it*.

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## Industrial Relations

**NINETEEN MEN** at the Fuller Brush Company plant at Hartford were recently awarded diamond service pins and engraved watches by Frank W. Adams, vice-president and general manager of the company. The award was made at a banquet at Indian Hill Country Club. In all, the company has distributed 43 watches and pins to 20-year employees in 1942. Twenty other employees in Fuller Brush distributing stations and branch offices in all parts of the United States and Canada, and three women in the home office have also been the recipients of the same type of award.

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**A MAINTENANCE - OF - MEMBERSHIP** and the check-off system, which became effective January 1, 1943, have been granted for production workers at Colt's Patent Fire Arms by War Labor Board arbitrator William E. Simpkin of Philadelphia. The decision provides that production employees who were members in good standing of Local 270, United Electrical, Radio and Machine Workers, CIO, on December 3 or who subsequently became members must continue their membership in the union for the duration of the contract with the company.

It is understood that the maintenance and membership provision does not bind the company to hire only union members, nor does it force non-union members hired to join the union. However, those who became members after December 3 must retain their membership as a condition of employment, with the company being forced to deduct union dues from all members and turning them over to union officials.

## Patents

**A RECENT LETTER** by Leo T. Crowley, alien property custodian, addressed to trade associations and industries, is in effect a call to American industry to "come and get", under license, any of the thousands of enemy patents which have recently been taken over from the nationals of Axis countries or from countries occupied by the Axis. He promised that every

manufacturer who comes to him for a license under any enemy or enemy controlled patent can be assured that within a few days he can be licensed for essential war production.

Said Mr. Crowley, "Our principal enemy has developed over a period of many years the most important center of scientific research outside the United States; some of its inventions have great economic value. This is particularly true of the pending patent applications which represent the latest researches, kept secret until now. Many of the patents ready for licensing to American firms cover important developments of well-known enemy corporations, such as drugs of I. G. Farben, the giant German chemical concern; electrical ignition systems of Robert Bosch; aeronautical improvements of the Junkers Aircraft Company; aircraft instruments of one of the Siemens companies; radio developments, optical equipment and automotive inventions of other companies.

"Small manufacturers who have not yet solved the problem of conversion may find in our lists products and processes necessary to the war and adapted to their productive facilities," Mr. Crowley added. Technical assistance is being offered to American business in bringing process patents into effective use.

## Personnel

**GOVERNOR RAYMOND E. BALDWIN** recently announced the appointment of his military staff as follows: John R. Donahue, Hartford, quartermaster general, with rank of colonel; Dr. B. L. Symkowski, Bridgeport, acting surgeon general, with rank of colonel; Frank M. Greene, Stratford, acting assistant adjutant general, with rank of colonel; Joseph P. Nolan, Hartford; Anson W. Taylor, Greenwich; Lott R. Breen, Stratford and Herman W. Steinkraus, Bridgeport, aides-de-camp with ranks of colonel; Thomas E. Blake, Middletown; Ralph Powers, New London; Allen A. Johnson, New Haven; Frank Parizek, Willington; and Curtis S. Johnson, Guilford, aides-de-camp with ranks of major; Lewis A. Shea, Bridgeport, Naval Aide, with rank of lieutenant commander; and Brigadier General R. B. DeLacour, the adjutant general who continues in that post, is chief of staff.



**SAMUEL M. STONE**, president of Colt's Patent Fire Arms Mfg. Co. and his brother Joseph E. Stone, vice-president of Stanley Works, New Britain, were recently presented certificates by the magazine Hardware Age, making them members of the Hardware Age Fifty-Year Club. The certificates were presented by George H. Griffiths, president and general manager of Hardware Age, at a luncheon given at the Hartford Club and attended by Mark J. Lacey, president, Peck, Stowe & Wilcox Co., Southington; M. E. Wyckoff, president, Hardware World, Chicago; John Nichols, eastern manager, Hardware World, and Charles J. Heale, vice-president and editor of Hardware Age.

Samuel M. Stone, who has been identified with the hardware business for 55 years, was introduced into that field as he became a clerk in his uncle's retail store in Urbana, Ohio in 1887. He remained there until 1891 when he became associated with the Simmons Hardware Co., St. Louis, Missouri, in the capacity of a buyer. Later, in 1905, he became identified with Colt's Patent Fire Arms Mfg. Co., as salesman. He was, in turn, elevated to the position of sales manager, vice-president, and, in 1921, president.

Joseph E. Stone also entered the hardware business via his uncle's firm of Stone Bros. of Urbana, Ohio. He too transferred his allegiance to Simmons Hardware Co. in St. Louis, later to become identified with Knapp & Spencer, Sioux City, Iowa. In 1907 he became connected with Stanley Rule and Level plant of The Stanley Works, New Britain, where he is now a vice-president.

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**CARL STEIDL**, group supervisor in the cost department of Pratt & Whitney Division, Niles-Bement-Pond Company was honored on the occasion of his 40th anniversary by a luncheon given him by his department, in the company cafeteria. He received flowers and congratulations from both his associates in his department and officials of the company.

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**PHILIP HEWES**, former Deputy State Administrator of Connecticut War Savings Staff, has recently been



January 10, 1943

Mr. John J. Jones,  
Jones Manufacturing Co.,  
Industryville, Conn.

Dear Mr. Jones:

Practically every metropolitan bus station today is crowded with people, a large percentage of whom formerly were able to manage their transportation problem through their own facilities. Conditions today, however, have forced them to seek outside assistance.

Industry has a similar problem — "time rationing." Every successful management is, naturally, qualified by experience and knowledge to solve today's unprecedented management problems. The war, however, has limited the amount of time and personnel available to handle them. It is only natural, therefore, for management to seek assistance from outside sources, especially where the organization cooperating is specializing solely on these very problems. Moreover, in this way, the fresh slant of a broad outside viewpoint contributes largely to the successful solution.

This method of internal and external cooperation in dealing with modern management problems has been justified by the case histories of the many companies for which our service has been provided. We hope that we shall have the opportunity to render the same service for you.

Very truly yours,

*A. T. Sterling*

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## HELP WHEN AND WHERE NEEDED

That's the important point. To do a job and do it well, a service must be available on the spot, when and where needed — and within a reasonable budget. Sterling management counsel does just that. Whether your problem is one of wage incentive or stabilization, cost accounting, production control and scheduling, or any of the numerous other problems vital to management, there is a Sterling representative in your locality trained to discuss your problem quickly and to the point, at no obligation. Immediate attention will be given your request to have him call.



"STERLING MANAGEMENT," a magazine devoted to careful analysis of management problems, will be sent you upon your request.

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# INDUSTRIAL HORIZONS

New Ideas are churning today as never before.

Methods, materials, machinery are developing under the stress of war.

Adversity works to bring out reserves of power and strength which peace-time occupations never disturb.

Timidity and caution give way to boldness and energy as America's resources are tapped for all-out production.

No man can predict when America will triumph—but in the meantime hidden riches are being brought to the surface—our young men are being tried—our nation is being strengthened for the struggle in which we are engaged.

Startlingly new developments await the time when men once more turn to peace-time pursuits—in metallurgy—electronics—plastics—chemistry—engineering and every branch of industrial science.

We are passing through fire but great things lie ahead!



named by Secretary of the Treasury Henry Morgenthau as Administrator of Connecticut to replace Thomas S. Smith, collector of internal revenue. Mr. Smith has retired on account of pressure of his constantly increasing internal revenue duties.

Mr. Hewes, of Avon, is a graduate of Hartford Public High School and of Yale. He was editorial director of the Life Insurance Sales Research Bureau from 1927 to 1935 and executive secretary to Governor Cross from 1935 to 1939. He obtained leave of absence from Conn. General Life Insurance Co. to join the war savings staff when it was created in 1941 and has been responsible for much of the organization and development of the staff, which has set up such an enviable sales record.

★ ★ ★

**K. C. GIFFORD**, vice president in charge of sales and advertising, was recently elected president, general manager and a director of Schick, Inc. of Stamford. He will succeed Ralph J. Cordiner, who has recently become director general for war production scheduling in the War Production Board.

In addition to Mr. Gifford, two new directors, Wallace Clark of Washington, D. C., and Paul E. Holden of Palo Alto, Calif., were added to the board.

★ ★ ★

**GOVERNOR BALDWIN** has appointed Attorney Howard W. Alcorn of Suffield to the \$6,000 post of executive secretary. Former Speaker of the House and Senate Leader in 1933, Mr. Alcorn has a wide knowledge of the functions of both legislative branches of the General Assembly and of the State Government as a whole. His appointment to this post is considered a possible preliminary step to his elevation to the Superior Court Bench.

★ ★ ★

**GRAHAM H. ANTHONY**, president and director of Veeder-Root, Inc., Hartford, was recently made a member of the Board of Trustees of the Mechanics Savings Bank. Among his other directorships are included Aetna Fire Insurance Company, Conn.

Mutual Life Insurance Co., Hartford National Bank & Trust Co., Billings and Spencer, Colt's Patent Fire Arms Mfg. Co., Hartford Electric Light Co., Holo-Krome Screw Corp. and Southern New England Telephone Co. He is also a director of National Association of Manufacturers and the Manufacturers Association of Hartford County.

★ ★ ★

**JOHN F. ROBINSON** of Cheshire, executive secretary to Governor Hurley for the past year, was recently appointed as director of the state's Selective Service System, at a salary of \$5,000. Mr. Robinson succeeds the late Col. Ernest L. Averill, whose son, Major William T. Averill, has been acting as director. Major Averill has been named head of the Manpower Section of the State Selective Service Board.

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**CHARLES S. PARKER**, president of Charles S. Parker Company, Meriden, was recently appointed to the War Production Board's machine and bench vise industry advisory committee.

★ ★ ★

**DR. DONALD A. LAIRD**, well known psychologist whose articles have appeared in **CONNECTICUT INDUSTRY**, has been elected president of a Rotary Club newly formed in East Hampton. Other officers are: vice-president, Robert J. Starr of the A. M. Starr Net Co.; treasurer, Representative Raymond S. Thatcher and secretary, William E. Hughes, local manager for CL & P.

★ ★ ★

**STANLEY S. GWILLIM**, who started work on the assembly line of Trumbull Electric, Plainville, when it had a mere handful of employees, recently observed his 40th anniversary with the company. Now its secretary, Mr. Gwillim joined the firm when it was so small that all of the officers worked at the bench and cleaned out the boilers on Sunday morning. Mr. Gwillim served as superintendent of the factory before becoming secretary.

**DR. WALTER R. MEYER** has been named technical director of Enthone Company, New Haven, it was announced recently. He will direct the development of new products and processes for the metal finishing industry as well as assist in problems attendant with the application of the company's products in the finishing



**DR. WALTER R. MEYER**

of war goods. Dr. Meyer graduated from Yale in 1928 and later received his Ph.D. from that university's Department of Metallurgy, School of Engineering. From 1929 to 1931 he was plant chemist for Sargent & Co. and from 1931 to 1938 he was electrochemist and metallurgist at GE. For the past four years Dr. Meyer has been editor of Metal Finishing magazine.

#### Publications

**HOMELITE CORPORATION**, East Portchester and **WIREMOLD**, Hartford, are two more companies whose names have lately been added to the roster of those publishing employee magazines. Homelite, which manufactures generators, calls its publication "News Generator" while the Hartford concern has selected "Wiremold Outlet" for a name. Well planned and edited, both papers put emphasis on war work, news from former employees in service and a closer relationship between management and employees.

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**THE ASSOCIATION'S** latest service to members is in the form of a small four by six loose leaf "reference book" of Office of Defense Transportation Orders. The brown covered reference pamphlet is arranged in accordance with the numerical sequence of orders and all references in the index refer to order numbers.

In a prefatory statement, President Alfred C. Fuller, points out that the booklet was prepared by our Transportation Department in response to many inquiries from members. "No attempt," said he, "has been made to deal with the individual orders exhaustively, but complete details are on file at our offices and we shall at all times be glad to supply additional information."

"As the present orders are amended or any new ones are added, we plan to keep the pamphlet up-to-date by the issuance of inserts."

★ ★ ★

#### "VICTORY BEGINS AT HOME"

is the name of the new 11" x 14" publication just released by the Bridgeport Brass Company as an indication of the management's pride in the war production accomplishments of its workers. The artistic colored brochure leads off with a fitting prefatory statement by President and General Manager Herman W. Steinkraus. It is followed by a series of pictures of the company's leading colored advertisements which appeared in Fortune Magazine in 1941 and 1942, each one dramatizing a slightly different phase of Bridgeport's contribution, first to the defense effort and then the war effort. The themes used in the advertisements are as follows: Defense . . . A Challenge to Brass; Bitter Brew For Freedom's Foes; Who Said We Can't Fight!; Neither of Us Could Have Done It Without The Other; V-Men at Work; The Navy Has A Word For It.

★ ★ ★

#### "ONE YEAR AFTER PEARL HARBOR"

a 64-page copyrighted booklet outlining American production accomplishments since December 7, 1941, may be considered the most illuminating description of the almost miraculous accomplishments of industry under the impetus of war thus far written. It takes up in six interesting chapters—our production job, basic materials, railroads, electric power and petroleum, manpower, the natural side of the war, and how it was done. The booklet is illustrated with some 30 charts and numerous photographs, the former bringing out in strong relief the rapid strides that have been made during the past 12 months in all phases of production of war materials and finished goods in the

war production field. Copies of the booklet may be obtained for 25¢ each from the National Association of Manufacturers, 14 West 49th Street, New York City.

#### Pulse

**MEETING** at the company's offices in New Haven, December 18, directors of the Southern New England Telephone Company declared a dividend of \$1.50 per share on capital stock for the fourth quarter of 1942. The dividend was payable January 15, 1943, to stockholders of record at the close of business December 31, 1942. This action continues the dividend at the rate paid for the third quarter. Third quarter dividend was reduced from \$1.75 which had been paid since April, 1939, to \$1.50 because of the effect of increased federal taxation on the company's earnings.

#### Regulations

**WAGES** of several million women workers in the country may be increased as a result of a general order made in November by the War Labor Board, permitting employers to make wage or salary adjustments to equalize the wages of women to those of men for comparable quality and quantity of work without prior Board approval. Such adjustments must be reported to the Board and cannot be used to furnish the basis for an increase of price ceilings.

★ ★ ★

#### WORKS PROJECTS ADMINISTRATION

has been ordered liquidated promptly by President Roosevelt because there is no longer any need for national works relief program. The President stated in his letter to Major General Philip B. Fleming, federal works administrator, that his order "will necessitate closing out all project operations in many states by February 1, 1943, and in other states as soon thereafter as feasible."

# CONNECTICUT AT WAR

**O. G. WILLIAMS**, vice president of William L. Gilbert Clock Co., Winsted; **Edward Ingraham**, president of E. Ingraham Co., Bristol; and **R. H. Whitehead, Sr.**, president of New Haven Clock Co., New Haven, all are taking a prominent part in streamlining civilian industry for war. They were present at a recent Washington meeting which will result in the production of a victory model alarm clock designed to use the least amount of copper and brass. The new Victory Clock will also be enclosed in a non-metal case. These men are also members of the non-jeweled clock and watch industry advisory committee.

**W. R. Bowes**, vice president of Clayton Mfg. Co., Bristol; and **D. Joseph O'Connor**, vice president of Acme Shear Company, Bridgeport, attended the first meeting of the scissors and shears industry advisory committee which sought to work out a simplification program.

★ ★ ★

**EMPLOYEES** of Colt's Patent Fire Arms are now beginning each day's work with a pledge and a salute to the flag as a result of the suggestion of an employee. After the clear notes of a bugle sounding "to the colors" die away, workers salute the flag which they purchased and repeat the following pledge: "I will work honestly and conscientiously during my shift; I will produce maximum production to the best of my ability; I will care for and properly use all tools, jigs, fixtures and gauges supplied to me; I will assume personal responsibility for the quality of my work; I will make every

effort possible to reduce scrap and conserve material."

Workmen at Colt's plant are eager to have the practice spread to other plants throughout the city and nation.

★ ★ ★

## A NAVY PRE-FLIGHT SCHOOL

was set up at Wesleyan University ready for the first contingent of cadets to arrive on the campus January 7. The new pre-flight school will be maintained by the Navy as a separate school to operate independently of Wesleyan's regular liberal arts curriculum. It is expected that at least 600 trainees will be eventually housed in Harriman Hall dormitory.

The Navy schedule will differ from that offered by the University in the scientific courses and physical education training which will be required on a six-day-a-week schedule. The curriculum established by the Navy includes: Mathematics, physics, navigation, principles of flight, aerology, aircraft engines and communications.

★ ★ ★

## NEW DEPARTURE DIVISION

of General Motors Corp., Bristol, has recently made an appeal to women to work in their plants. The company's statement said, in part: "Patriotism is both male and female. Join the Army on which your fighting men depend—take your place in Bristol industry now."

The company pointed out that labor-saving devices have taken the drudgery out of factory work: rest-

rooms with matrons in charge are provided now in shops, which also have medical departments; machinery is now equipped with every possible safety device; and working in Bristol means savings in oil, gas, tires.

★ ★ ★

**SIMSBURY** Airport is the base of Connecticut Civil Air Patrol industrial courier service and is expected to be put into service during January, according to State Aeronautics Commissioner **Thomas H. Lockhart**. The Simsbury base now houses several of the smaller Civil Air Patrol planes which will be used in the special wartime air freight service, which is designed to aid manufacturers in shipping small loads of materials either to subcontractors for further processing or to destination points. Captain **Francis S. Murphy**, CAP personnel officer and general manager of the Hartford Times, is chairman of the committee of 15 which has been appointed to survey the needs of the service and to contact and sell the plan to Connecticut industrialists, and establish load rates and transportation fees.

★ ★ ★

**SIXTY** qualified women are being enrolled in an 18-week intensive course in aircraft engineering to be conducted shortly by Yale Engineering School and Science Management and War Training Committee at the Vought-Sikorsky Aircraft division of United Aircraft Corp. in Stratford. The new course, scheduled to start during the



## MORE PRODUCTION FROM TRAINED EXPERTS . . .

Experience and perfected facilities make it possible for us to furnish effective and experienced men who can immediately contribute to your production program.

If you are in need of expert personnel in your engineering, manufacturing, production or accounting departments we are in a position to render aid.

## SPECIALIZED PERSONNEL REGISTRY

**R. H. WINSLOW**, Director  
36 Pearl Street, HARTFORD, CONN.

**M. P. MORAN**, Associate  
Phone 2-5203



week of January 4, is the first one organized at Yale to train women extensively for work at an engineering level.

Those enrolled are college graduates, preferably with training in mathematics or science. When the course is completed the women will transfer to the Vought-Sikorsky trade school in Bridgeport where they will learn the elements of shop technique and later complete their training at the Vought-Sikorsky plant in Stratford, working in various departments.

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**THE OWI** has recently announced that employers and soldiers themselves must initiate action to obtain honorable discharge from the Army of soldiers over the age of 38 to return to essential jobs in war industries, including agriculture.

Army regulation, announced in War Department Circular No. 397, after the President stopped induction of men of 38 and over on December 5, specifies that "certain enlisted men now in the Army who by reason of age (38 years and over) are unable to satisfactorily perform military service, but who are qualified to assist in the national war effort, may be honorably discharged from the Army in accordance with the following provisions: (a) If the soldier has voluntarily requested discharge in writing to his immediate commanding officer. (b) If the soldier is handicapped by advanced age, 38 years and over, to such an extent that his usefulness to the Army is secondary to that of industry. (c) If the soldier has presented satisfactory evidence that he will be employed in an essential war industry, including agriculture, if he is discharged from the Army."

Each application for discharge under the above conditions will be considered on its individual merits and no soldier will be discharged unless a suitable trained replacement is present and available.

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**OF ALL THE MEDIA** devised for the promotion of the War Savings program, nothing has been produced that can compare in effectiveness with the Coca Cola film, "The Free American Way". Thought provoking, impressive and deeply significant, the film has been tremendously helpful.

Produced by the Coca Cola firm and presented to the Treasury, "The Free American Way" is offered for use throughout the country by local Coca Cola Bottling Companies. These films are not only available to local War Savings committees in Connecticut, but a request to the nearest Coca Cola Bottling Company will bring also the necessary projection apparatus and an operator to handle it.

★ ★ ★

**WITH INCREASING FREQUENCY** of late, local chairmen in large industrial communities are reporting rumors current in some war plants that the privilege of cashing War Bonds is to be revoked or delayed until 10 years after the close of the war. The rumors, of course, are not only without foundation of fact but are so untruthful they are almost ridiculous. Certain authoritative quarters are inclined to attribute these and other rumors to enemy propagandists.

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**BRISTOL COMPANY**, Bristol, has gone over the top in its effort to attain the Treasury Department certificate and flag set aside for concerns, 90% of whose employees pledge 10% or more of their pay for the purchase of war bonds. 97.5% of Bristol's workers are loaning Uncle Sam 10.53% of their earnings to fight the war, it was announced recently by E. G. Gabrielson, assistant treasurer of the company.

★ ★ ★

**STATE** Defense Administrator Wesley A. Sturges has just announced a state program designed for conserving present food and drug supplies in Connecticut and planning an increase in production of food stuffs in the state. The Council and the State Dairy and Food Commission will cooperate in the project which involves keeping a running inventory of the food and drug supply in the State and taking measures to guard against their spoilage by sabotage or disaster.

Henry B. Mosle of Litchfield has been appointed as State Director of Food Conservation of the State Defense Council to supervise the broader aspects of the program. Henry P. Plant, Supervisor of the Drug and Cosmetics Division of the State Food and Dairy Commission, was appointed State Food and Drug Protection Coordinator.

# WANTED



## ORPHANS OF THE STORM

The future of business may depend largely on development and planning of new products for post-war markets, or re-design of present products. The war has orphaned these products, ideas, and inventions, whose parents are time and free markets. Post-war transition will be difficult enough, but doubly so unless these orphans are cared for and groomed to meet future economic conditions and changes in consumer demand. Today we cannot provide free markets, but we can take steps and devote the time, through our new research and laboratory department, to prepare products for the future.



**RESEARCH  
LABORATORY**

From blueprint to sales and marketing programming, our new department is complete. Examination of your company, its manufacturing facilities, and present products will determine whether your capacity is adequate, whether present or other lines are more concurrent with the trend of consumer demand, whether products which may possibly be available in our own laboratories would be suited to your needs. At the same time our laboratory will be equipped to work with you on present problems with regard to production, research, methods of tooling and operation, machine design etc. May we have the opportunity to have one of our representatives call to explain how these facilities can be made available to you.

THE  
**DOUGLAS T.  
STERLING**  
• COMPANY •  
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GURLEY BLDG. STAMFORD, CONN.

*Management  
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## LABOR MANAGEMENT COMMITTEES

Would you give  
15 minutes of your  
time to learn how  
to speed up produc-  
tion?

For full particu-  
lars and without  
obligation on your  
part write to

**R. J. B. I.**  
*c/o Connecticut  
Industry*

## WOOD LOCKERS 3-Week Delivery NO PRIORITY

\*\*\*

## MISCELLANEOUS STEEL FILING EQUIPMENT and FURNITURE NO PRIORITY

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## WOOD DESK, CHAIRS and FILES with steel drawer bodies and suspensions IN STOCK NO PRIORITY

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HARTFORD, CONN.  
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According to Mr. Sturges, the duties of Mr. Mosle will be concerned with studying the food situation in Connecticut and promoting a greater production of crops with a view of guarding against any food shortages that might occur in the state as a result of the drain on agricultural manpower by the draft and attraction into industry as well as any further strain on the transportation system of the state. The appointment of Mr. Mosle followed the designation of Secretary of Agriculture Wickard as National Food Administrator and it is expected that efforts in Connecticut will be undertaken in cooperation with activities in the nation.

★ ★ ★

**WPB PENNANTS**, symbolizing the high rank achieved in the scrap metal collections of last Fall, have been awarded to the state of Connecticut and counties of Hartford, Tolland, New Haven, New London, Litchfield and Fairfield. Presentation of the Connecticut pennant was made at the Capitol by Seth L. Pierrepont, chairman of the Connecticut Salvage Committee to ex-Lt. Gov. Odell Shepard who accepted for the state. Only states and counties which collected at least 100 pounds of scrap per capita during the drive were entitled to fly the pennant. Connecticut's total was 97,667 tons or 123 pounds per person.

## SPY STORY

The latest story going around Washington is this: It seems a Japanese spy was sent into Washington to spot targets for an enemy raid. After exhaustive exploration he reported to his superior: "It is entirely useless to bomb Washington. The American Government has been very forehanded. Suppose you completely destroy one building and everything in it. You accomplish nothing. For they already have two other buildings completely staffed with people doing exactly the same thing."

**EFFECTIVE JANUARY 5**, users of 10,000 gallons or more of fuel oil could receive no further ration unless Petroleum Administration or WPB certificates had been presented to local rationing boards stating that conversion to solid fuel is impossible. The dire need for conserving every gallon of oil, not only for heating of homes and other essential buildings which cannot be converted, but to support our fighting forces were the reasons given for this drastic action. Plans are also under way to bring about more rapid conversion on the part of users of fewer than 10,000 gallons.



AT STATE CAPITOL when Connecticut received War Production Board pennant for its record in scrap metal collection for war industries. Left to right, front row: Charles L. Eyanson, secretary, MAC; Albert I. Prince, chairman, Hartford Times Scrap Metal Committee; David R. Daniel, business manager, Hartford Times; Alfred C. Fuller, president, MAC; C. C. Hemenway, editor, The Hartford Times; ex-Lieut. Gov. Odell Shepard, Seth L. Pierrepont, state salvage chairman; George E. Stansfield, managing editor, Hartford Courant; John Sudarsky, treasurer, Hartford Courant and vice-president, Associated Dailies of Connecticut; Francis S. Murphy, general manager, The Hartford Times. Rear row: Detail from Bradley Field and the Rev. L. Theron French, former chairman, Hartford Salvage Committee.

# PROGRAM—WAR PRODUCTION CONFERENCE

GOVERNOR BALDWIN, Brig. Gen. G. H. Drewry, Springfield Ordnance District; Capt. A. K. Atkins, Inspector of Naval Material, Hartford and A. H. d'Arcambal, vice-president, Pratt & Whitney Division, Niles-Bement-Pond will be heard at the War Production Conference to be held January 21 at the Hotel Bond, Hartford (see CONNECTICUT INDUSTRY, December, 1942, page 11).

Sponsored by national engineering societies, the conference is designed to encourage production men, shop superintendents and foremen to exchange information and experience on the technical aspects of war production problems. A complete list of speakers and their subjects follows. Speakers will be limited to 10 minutes with an additional ten minutes allowed for discussion.

## PANEL NO. 1—3:30 P. M.

### GETTING THE MOST OUT OF CUTTING TOOLS

*Chairman:* F. L. WOODCOCK, *Chief Tool Engr.*, Hamilton Standard Propellers, Div. United Aircraft Corp., East Hartford, Conn.

1. "Cutting Tool Requirements for the War Program", FRANZ T. STONE, *Chief, Industrial Specialties Branch*, War Production Board, Washington, D. C.
2. "Effect of Finish and Proper Use of Chip Breakers on Cutting Tool Life", CARL J. WIBERG, *Production Eng. Dept.*, Wright Aeronautical Corp., Paterson, N. J.
3. "Tool Salvage", ALLAN SHEPHERD, JR., *Met. Engineer*, Taft-Pierce Mfg. Co., Woonsocket, R. I.
4. "Grinding Finish on Cutting Tools", V. H. ERICSON, *Technical Engr.*, Norton Company, Worcester, Mass.
5. "Cemented Carbide Tools", M. F. JUDKINS, *Chief Engineer*, Firthite Division, Firth-Sterling Steel Co., McKeesport, Pa.

## PANEL NO. 2—3:30 P. M.

### PROPER USE AND CONSERVATION OF STRATEGIC MATERIALS

*Chairman:* F. P. GILLIGAN, *Secretary*, Henry Souther Engineering Co., Hartford, Conn.

1. "Substitutes for Strategic Materials", D. A. NEMSER, *Metallurgist*, International Nickel Co., New York, N. Y.

2. "National Emergency Steels", RUSSELL HAIGIS, *Metallurgist*, Stanley Works, New Britain, Conn.
3. "Modern Tool Steels", W. E. BANCROFT, *Chief Metallurgist*, Pratt & Whitney Div., Niles-Bement-Pond Co., West Hartford, Conn.
4. "Copper Bearing Materials", DR. D. K. CRAMTON, *Director of Research*, Chase Brass & Copper Co., Waterbury, Conn.
5. "Industrial Salvage by Electro Deposition", O. G. HOGABOOM, *Plating Supervisor*, New Britain Machine Co., New Britain, Conn.
6. "Silver as a Protective Plate", DR. R. W. WOODWARD, *Engineer of Tests*, Underwood Elliott Fisher Co., Hartford, Conn.

## PANEL NO. 3—8:30 P. M.

### PRODUCT INSPECTION

*Chairman:* F. O. HOAGLAND, *Master Mechanic*, Pratt & Whitney Div., Niles-Bement-Pond Co., West Hartford, Conn.

1. "Naval Inspection", CAPTAIN A. K. ATKINS, U. S. N., *Inspector of Naval Material*, Hartford, Conn.
2. "Small Arms Manufacturing Inspection", MAJOR W. H. WEINGAR, *Chief*, Gage Section, Springfield Ordnance District, Springfield, Mass.

3. "Quality Control", E. S. MARKS, *Quality Engineer*, Pratt & Whitney Aircraft, Div. United Aircraft Corp., East Hartford, Conn.
4. "Modern Gauging Practice", J. B. WILKIE, *Gage Engineer*, Pratt & Whitney Div., Niles-Bement-Pond Co., West Hartford, Conn.

## PANEL NO. 4—8:30 P. M.

### SELECTION AND TRAINING OF PERSONNEL FOR INDUSTRY

*Chairman:* JOSEPH BARRE, Pratt & Whitney Aircraft, Div. United Aircraft Corp., East Hartford, Conn.

1. "Job Instructor Training", A. E. WHITEHILL, *Asst. Dist. Repres.*, Training Within Industry, War Manpower Commission, New Haven, Conn.
2. "Job Aptitude", R. B. W. HUTT, *Prof. of Psychology*, Trinity College, Hartford, Conn.
3. "Employee Training", H. C. O'SULLIVAN, *Director of Training*, United Aircraft Corp., East Hartford, Conn.
4. "Women in Industry", D. G. PHELPS, *Vice President*, Colt's Patent Fire Arms Mfg. Co., Hartford, Conn.
5. "Vocational Training", CARL A. GRAY, *President*, Grenby Mfg. Co., Plainville, Conn.
6. "War Production Training in Connecticut Trade Schools", R. W. HOWES, *Senior Supervisor*, Connecticut Trade Schools, Hartford, Conn.

The following list indicates the sources from which photographs, requiring credit lines, were gathered:

- Cover—Harold M. Lambert, Philadelphia.  
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 Page 5—(Hughes) New Departure Photo.  
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 Page 6—(Wetherow) Blackstone Studios, New York.  
 Page 6—(Banquet) Drucker, Hilbert Co., New York.  
 Page 7—OWI Photo.  
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 Page 9—John Haley, Hartford.  
 Page 11—(Purtell) Bachrach.  
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## Boy, Were We Lucky!

We had acquired a big new plant and fully equipped it with the newest, most efficient machinery just in time to meet the expanding demand of the armed forces and war industries for our dependable cleaning cloth.

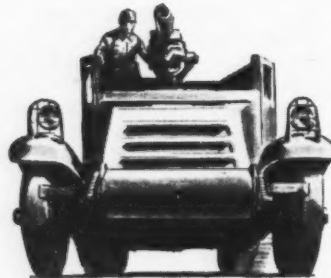
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 Main Office, Springfield, Massachusetts

PITNEY-BOWES POSTAGE METER CO.  
69 WALNUT STREET, • STAMFORD, CONN.



## WE'RE RIGHT BEHIND YOU, SGT. LA POINTE!

**S**ERGEANT, you've written a letter we'll never forget. Thanks for letting us publish it. Let's say it speaks for all the Stamford boys in Service. And let's make this a reply from all of us here in war plants.

You wrote, "all we ask of the people back home . . ." Little enough, Sergeant. There's plenty more you could have asked of us — but you didn't. Yet Pitney-Bowes is doing it, just the same. And so is Stamford! It's not so much, compared to *your* job, Sergeant, but it's our "bit" . . . and we thought you'd like to know about it.

**W**E'RE behind you on the production line, just as you want us to be. Before Pearl Harbor, we were 55% converted to direct war production. When you wrote us on July 4th, we were 90% converted. The remaining 10% goes into parts and service for postage meters and postoffice equipment to keep the U. S. Mails moving.

**W**E'RE behind you with our dollars. Uncle Sam asked us to kick in 10% of our pay to buy War Bonds for your fighting tools. What do you think happened? In the first 48 hours, 94% of us signed up, pledging a total that tops \$200,000 a year . . . way over 10% of our payroll . . . enough to buy a Flying Fortress, or 200 Jeeps.

**W**E'VE volunteered for civilian defense on the home front — hundreds of us in Pitney-Bowes, thousands of us in Stamford. We're serving night and day as air raid wardens, first aid and rescue workers, auxiliary firemen and policemen, motor corps drivers, harbor police, plane spotters.

July 4, 1942

Mr. F. A. Bowes, Sr.  
Personnel Manager  
Pitney-Bowes Postage Meter Co.  
Stamford, Connecticut

Dear Sir,

I wish to thank you and the employees of the company for the thoughtful gift of cigarettes which I received earlier this week. This morning I received the Annual Report. It is a pleasure for me to know that the firm which I once worked for is backing us, the armed forces, to the limit. It gives us comfort to know that we are not forgotten men to our old employers.

All we ask of the people back home is that they continue to produce an uninterrupted flow of materials that we need so badly. We know how to use these weapons of War and are anxious to put our knowledge to use.

Thanking you again, I remain

Sincerely yours,

Sgt. Marcel J. LaPointe  
Tank Destroyer Battalion

**W**E'RE keeping our mouths shut. "Loose talk" and wise-guy gossip can cost lives — lives like yours and those of 120 other Pitney-Bowes boys in arms. That's why we're not telling even you the type and volume of our war output!

**W**E'RE behind you with our postwar planning and hopes. Research and development has blueprinted new and better products . . . to make and step up jobs for you and our new war workers, when this Show is over . . . that new public-service machine, the "Mallomat", for instance. And others, Sergeant, just wait and see!

**W**E'RE pulling for you with our thoughts, and the letters that prove it. Like many another company, we have organized "Write 'em a Letter" campaigns, cigarette smoke screens, and other things that help us keep in touch. You said something about "forgotten men"? Not on your life, Sergeant!

**W**E'RE behind you with our hearts and an eight-dollar word called "morale". Sometimes it's hard for us to say, it or write it. But we feel it, just the same — way down deep, where things burn and sting inside you. We feel it when we see Old Glory whipping away in a high wind . . . when we stumble on a sailor kissing his wife and kid goodbye in Grand Central . . . when we see a newsreel shot of American soldiers highballing along a Melbourne boulevard with broad grins on their decent faces . . . we feel it when we get a letter like yours of July 4th! Behind you, Sergeant? What do you think!

We don't want you to worry about the safety of your home town, Sergeant. Just concentrate on Hitler's and Hirohito's!

**W**E'RE saving and salvaging everything that Victory needs. That blutz buggy of yours needs more rubber than we'll find on 40 Stamford automobiles. Conserve rubber? You bet your life, Sergeant! We've organized car-sharing pools, we're rounding up everything from rubber hose to cooking fats. You can have it all, Sergeant, gladly. You can have the d--- shirts off our backs, if you and your Generals say so!

**PITNEY-BOWES POSTAGE METER CO.**  
STAMFORD, CONNECTICUT

Here is how one company, through the medium of advertising in local publications, not only sends cheerful news to former employees now at the front but also stimulates understanding of company policies among its workers and "home town folks". If you want to hear the interesting results of publishing this advertisement in local newspapers, just drop a note to the sponsoring company's advertising department.



## WAR CONGRESS OF AMERICAN INDUSTRY

(Continued from page 7)

the best, or as to the methods and procedures for putting one into operation.

"The first and primary essential is employment—a nationwide, yes a worldwide opportunity for all who want to work. If freedom to produce is taken literally, it will not be difficult to show it comprises virtually all of the freedoms so recently and so eloquently expressed. . . .

"If we had the courage we could here and now adopt a plan which would restore the confidence of the people in industrial leadership; a plan which would vindicate and complement the astonishing record which industry is now establishing in war production; a plan which would put courage, hope and strength in place of all the fanciful theories of distribution which forecast free food, free medicine, free housing, and all other similar donations on the part of the paternalistic state. . . .

"Obviously, this is not the moment to discuss details, but here is a thumbnail sketch of a plan that will need no commissions, no corps of experts, no voluminous reports. It calls only for . . . First—in a convention just closed in St. Louis, realty men of America expressed their considered judgment that there will be a post-war demand for 9,000,000 units of housing. Second—a civilization like ours is completely dependent on transport. Our land transportation at the close of this war will be hopelessly inadequate, through wear, tear, and obsolescence. The immense pent-up demand for automobiles which already exists, is a matter of common knowledge. Third—the need for a vast, modern, well unified, daringly designed and audaciously constructed highway system is already evident. Fourth—one of the great social needs to which the war has given emphasis is that of adequate medical care for all of the health problems which are engendered by an industrial age. . . .

"This is the time—the precise hour—for all industry to declare its confidence in the future of America and to reestablish the leadership which will give hope to our people. We are too apt to think of the Government as a thing apart. We need to return often to the inspiration of Gettysburg, and to remember that our Government is 'of the people and by the people'. . . ."

★ ★ ★

### MESSAGE FROM OUR FIGHT- ING MEN—Sent by General George C. Marshall, Chief of Staff, U. S. Army.

"The machines which you have built are now being tested in battle around the world. . . . They are meeting the test. Our munitions are as good as the best of the enemy's, usually better. This was to be expected. I am familiar with some of your difficulties—shortages in raw materials, loss of skilled manpower, changes or conversions. . . . The speed with which you have made these changes is a convincing demonstration of the flexibility of the American system.

"The news from the various fronts in the



**HENRY J. KAISER**, who was introduced by Mr. Witherow at the NAM annual banquet as the man who "for the first time in history has become almost as well known as a movie star", listens attentively to General George C. Marshall.

past few weeks has been encouraging but I am disturbed by the rapidity of the change from a speculative pessimism to undue optimism regarding the course of the war. Nothing could be more dangerous to the success of our arms than the development of a national attitude that the victory is about to be won. We are faced with a long ordeal and it is imperative we devote every resource we possess to the relentless crusade which has just been started. The situation requires confidence and determination far beyond that ever before demanded of the American people. . . ."

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### "QUOTES" from the Congress

—from "RATIONING, RENT AND PRICE CONTROL," Leon Henderson, Administrator for Office of Price Administration.

"... prices have gone up in 1942 under the war impact only one-third as fast as they did in 1941. Industrial prices, that is all non-farm prices, have gone up only three per cent in this year. Non-farm prices have gone up only 19 per cent since August, 1939, and production is up in that same period something like 85 per cent . . . a record of which business and government can well be proud . . . In organization matters, we felt the basic tenets of this country required there be civilian control over military effort and the war effort, and we have maintained that position to this day, and unless the board of directors tell us otherwise that will continue to be the position of management.

"This is my forecast of the next year's policies . . . more decentralization . . . more decisions made about rent, rationing, and price affairs in the district offices outside of Washington. On retail prices there will be more dollar and cents ceilings . . . more czars, I am afraid, and I think there will be more red tape rather than less . . ."

—from "SOME PRINCIPLES OF CIVILIAN ECONOMIC ORGANIZATION IN TOTAL WAR," The Hon. Herbert Hoover.

"... from our own experience and the experience of all other countries in the last war and from the experience of this war, we can distill some principles or policies of organization of civilians . . . I do not offer them as criticism, but as recommendations for adoption where they have not been applied in this war . . . all civilian activities should be directed by civilians and within limitations laid down by the legislative body. Otherwise we shall be a military dictatorship . . . civilian activities must be directed by single headed administrators . . . all functions and authority in respect to a particular activity must be concentrated into the hands of one administrator . . . The head administrators of such major groups should comprise a war council sitting directly with the President . . . There was a War Council or a War Cabinet in every principal nation in the last war. There is one in every principal nation in this war, except in the United States . . ."

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—from "THE WAR LABOR BOARD and YOU," Roger D. Lapham, Chairman of the Board, American-Hawaiian Steamship Co., and member of the War Labor Board.

"... with a lesson behind of 10 years of a labor government—you might as well face realities and realize you had better organize as an industry and work together as groups if you are going to effectively maintain the private enterprise system . . . management has a greater responsibility today and will have in the next few years, than it has ever had. It hasn't the responsibility alone for the XYZ



**ROGER D. LAPHAM**

Company and its stockholders . . . we have got to think in a much broader way, a much more tolerant way, a much more understanding way, and a much more statesmanlike way than ever before . . . it isn't the XYZ Company, it isn't the oil industry; it is a country as a whole that the best brains of that country have got to be thinking about . . ."

★ ★ ★

—from "THE WAY TO FREEDOM," H. W. Prentiss, Jr., President, Armstrong Cork Company.

"... when the war is over, America will possess more manufacturing facilities, more new materials . . . than she has ever had in her history. We must capitalize that oppor-

tunity in typical American democratic fashion, if the way to freedom is to remain intact. There is only one way to do it: solve the dilemma of preserving personal liberty, stimulating individual initiative, and creating economic security for the masses by releasing the vast forces of a socially conscious private enterprise system, which will measure its achievements not merely by the balance sheet but also in terms of its success in applying the practical precepts of the Golden Rule and the Sermon on the Mount. Either business leadership will adopt this solution of its own volition, or the way to freedom will be gradually destroyed by state socialism under the guise of compulsory economic planning.

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## HIGHWAY SAFETY DRIVE

(Continued from page 8)

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**A CHANGE IN CRIMINAL JURISPRUDENCE**—It appears by the salary regulations of the Bureau of Internal Revenue that a certain undesirable element of French criminal law has crept into our system of criminal jurisprudence. Up to now, in order to convict a person of a crime, it has always been necessary to prove the guilt of the accused beyond a reasonable doubt. According to the salary regulations, the burden of proof is now upon the employer to justify any salary increases which he might make.

Insofar as there are definite criminal penalties and liabilities imposed upon employers and employees for the granting or receiving of increases in contravention of the regulations, the ruling of the Treasury Department requires that the employer prove his innocence. Therefore, by merely filing a complaint or indicting an employer for allegedly granting increases in contravention of the regulations, the government will have made out a prima facie case without the production of any evidence whatsoever. The employer then will be obliged to rebut the presumption of guilt, whereas in the general field of criminal jurisprudence, any person has the benefit of a presumption of innocence.

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## EXECUTIVE ORDER NO. 9240

—Nothing more mystifying or leading to more incongruous results has issued from Washington during the last year than this order on overtime pay and the interpretations which have been issued under it.

Despite the fact that special treatment has been granted to holiday work by the obligation to pay time and a half, Madam Perkins and her cohorts have decided that such premium pay may be offset against wage and hour overtime. Thus the employee, if the offset is applied, gets no more than he ever did. Another peculiarity centers around the two employees both of whom work 48 hours per week, one of whom works on a holiday and the other does not. The luckless individual who works on a holiday only receives 52 hours pay if the holiday overtime wages are credited against the wage and hour overtime. The other employee is considered to have worked seven consecutive days, thereby re-

ceives double time for the seventh day and his total weekly pay is 56 hours.

Most interesting is the interpretation that work on any seven successive days, although running over two work-weeks, will require double time although the executive order merely provides that double time should be paid for work on the seventh day of the regularly scheduled work-week. The Department of Labor modifies its interpretation, however, by providing that if there is a mutually satisfactory work schedule providing for one day of rest in seven, double time will not be required on the seventh successive day. Therefore, a one-twelve-one work schedule, if satisfactory to the employee, removes them from the realm of double time. However, if the employee takes a day off and thus projects the seven successive days over two work-weeks, double time will be required although only seven successive days instead of twelve might be worked. Therefore, in the latter case, to eliminate the double time requirement, it is necessary to also have it mutually satisfactory that the effect of taking a day off produces a similar result as a previous obligation that the day should be taken off.

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## PRICE CONTROL RELIEF

It has become quite apparent that manufacturers seeking price relief generally under Procedural Regulation No. 1 have been granted no relief whatsoever when it was shown that any profit was being realized on an overall basis, although the particular product by virtue of a price ceiling might be sold below cost.

Interesting is the fact that if price relief were sought on a different basis, namely under Procedural Regulation No. 6, entirely different treatment would be accorded to the applicant.

According to our understanding, in determining price relief under this method, the OPA takes the years 1936 to 1940 inclusive as a base period and the years 1941 and 1942 as the current period. If the current earnings before taxes are less than the base period earnings before taxes, a price will be allowed to reflect all direct and indirect costs and expenses, together with a fair margin of profit.

If the current earnings are equal to or not in excess of 15% over the base period earnings, a price would be allowed to reflect the direct, indirect and other manufacturing costs and other expenses, including administrative.

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Apparently the theory is that the imposition of a price ceiling which requires the sale of a particular product below cost would affect the continued supply of this product which, if discontinued, would threaten the war effort. Therefore, it is the OPA's desire that no one should be required to manufacture any item necessary for the war effort below cost.

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## IS A COMPENSATION POLICY ENOUGH?

(Continued from page 10)

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# BUSINESS PATTERN

**A**FTER three successive monthly declines, the index of general business activity in Connecticut, following the pattern set last year, rose slightly less than a point in November to an estimated 96.8% above normal. At this level the index is still more than eleven points under the high for 1942 which was reached in July, just before seasonal factors caused a reversal in the index. The United States index fell off fractionally in November.

The index of non-agricultural employment rose almost 2% in November. The Department of Labor and Factory Inspection reported the largest net gain in accessions over separations since July, the November figure being 129% above the average for the last six months. Recently the employment picture in Danbury has brightened. Although conversion to war work has been negligible, there has been improvement in hatting with only a few shops now operating on part time

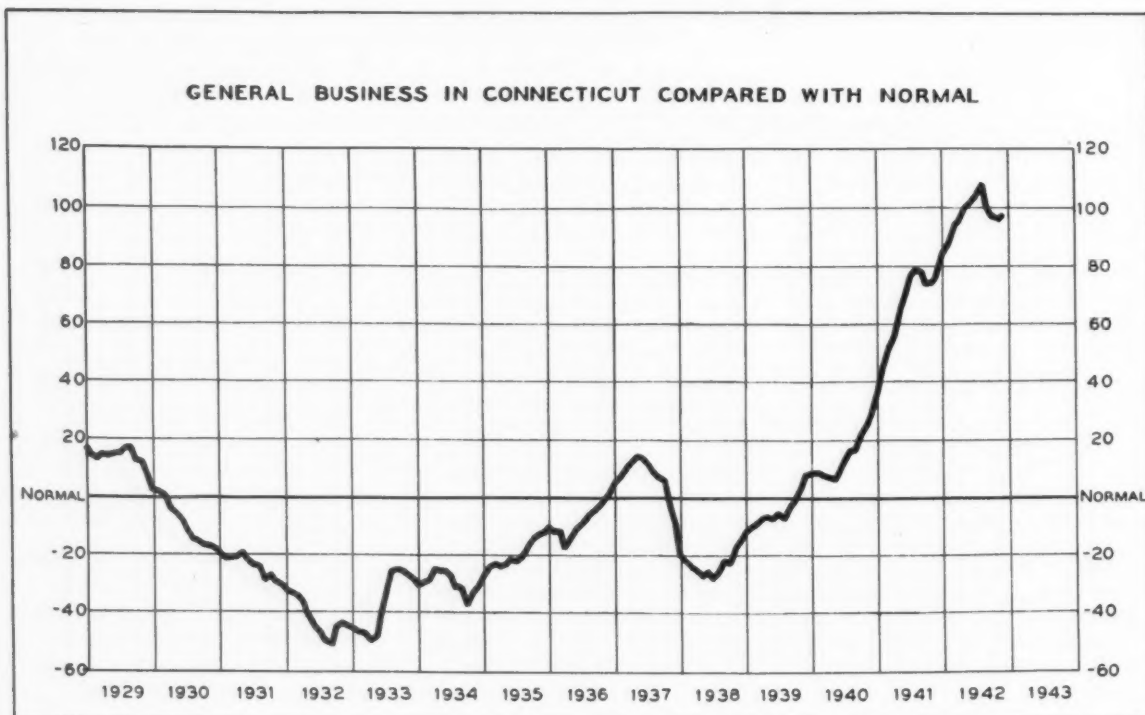
schedules. Workers continue to be siphoned from Danbury to Bridgeport, Waterbury and other nearby localities. At the other end of the state, textile plants report an increasing amount of war work with personnel requirements correspondingly high. In Willimantic retail stores report sales gains in almost all lines which are due both to the high level of activity with respect to already existing plants and the locating in Willimantic of several new industries.

Of special interest is a report from the War Manpower Commission on the labor situation in Connecticut. Some time ago the WMC certified to the War Production Board nine production areas in Connecticut as "labor shortage areas" and recommended against placing further war contracts with plants in those sections whenever facilities for meeting the production requirements were available in other areas of the country. Within the last week another report was issued by the

WMC which showed improvement in the Connecticut situation. The New Haven and Meriden sections which were first classified as labor shortage areas are now moved down into the class of those areas where worker shortages are only anticipated. Middletown, originally set down as a critical area, is now found to be a labor surplus area. Thus, there now remain on the critical list but six of the original nine sections. Inasmuch as these reports serve as a guide to Government procurement agencies in the placing of contracts, it follows that the more effort that is spent on breaking the labor jam within the state, the greater is the likelihood that a continuing stream of contracts may be sent in this direction.

The index of manhours worked in Connecticut factories rose to an estimated 136% above normal in November but is still 7% below the high of this year. In recent months the largest

(Continued on page 30)



## NEW OFFICERS, DIRECTORS ASSUME DUTIES

(Continued from page 11)

sex County, is president of the Russell B. Jennings Manufacturing Company of Chester, one of the oldest and most reputable of the smaller companies in the state. His company, a family owned concern, produces the famous line of Jennings auger and other types of bits. A lifelong resident of Middlesex County, Mr. Jennings should render a worthy service in representing manufacturers from that area.

F. I. Newton, elected director-at-large for one year, is secretary of the G & O Manufacturing Company of New Haven, peacetime manufacturer of radiators for motor cars, trucks and industrial uses. The company is now engaged largely in production of war goods. Because of his work on committees of local manufacturers and his interest in civic affairs, he is eminently fitted to bring the viewpoint of the medium size and smaller manufacturer to MAC Board meetings.

C. I. Packer, director-at-large for 1943 and 1944, is president of the Packer Machine Company of Meriden, manufacturers of buffing and polishing machines and special machinery. As a small manufacturer himself, president of the Meriden Manufacturers Association and member of the local draft board, he is well equipped to represent the viewpoint of small,



**NEW DIRECTORS OF THE MANUFACTURERS ASSOCIATION:** Top row, left to right—W. R. L. McBee, Arthur B. Barnes, David Moxon, F. I. Newton. Bottom row, left to right—W. R. Jennings, Harry B. Curtis, Frank H. Lee, C. I. Packer.

medium and even large industries in his area and throughout the state.

H. B. Curtis, director-at-large for the years 1943, '44 and '45, is president of the Bridgeport Hardware Manufacturing Company, manufacturers of small tools for carpenters, masons and electricians, and is one of the best known and respected among industrialists in the Fairfield County area. Always active in forward-looking movements, he may be relied upon to

enunciate his progressive views at all meetings of the Board.

Frank H. Lee, director-at-large until 1947, is president of the Frank H. Lee Hat Company, Danbury, second largest hat manufacturer in Connecticut. He is also president of the Connecticut Chamber of Commerce and a leading champion of Danbury industry. Mr. Lee has been devoting much time during the past years in converting the hat industries into war work.

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# TRANSPORTATION

By N. W. FORD, *Traffic Manager*

**Further Hearings Held in Docket No. 28300—Class Rate Investigation, 1939:**—Probably the one phase of the hearings that the Interstate Commerce Commission held at Columbus, Ohio beginning November 16 in its General Investigation of Class Rates and the Consolidated Classification that would attract the attention of an unbiased observer was the unusual interest that was manifested by representatives of Chambers of Commerce in western sections of the country that we ordinarily consider non-industrial. Extensive testimony was introduced by a number of persons representing the states of Minnesota, North Dakota, Iowa, Nebraska and Kansas. Most Eastern cities comparable in size to Wichita, Omaha and Topeka, Kansas and Cedar Rapids, Davenport and Waterloo, Iowa make no pretense of maintaining a transportation department. Yet these Western cities, although enjoying only a small proportion of the industry located in Eastern cities, not only maintain traffic departments but very actively participate in proceedings before the Commission in which there appears to be any possibility of their gaining added industrial recognition.

In the instant case, the South, which is now joined by the Western and Southwestern states, is seeking to obtain uniform classification ratings throughout the country and the same mile for mile level of class rates that applies within Northern Territory. This represents a reduction of approximately 38 percent in the class rate level within the South and an even greater reduction in the Southwest. Actually, the Southern states are asking that they should both "eat their cake and have it" for they already enjoy the benefit of commodity rates on their important raw materials, which is the predominant movement in the South, that are not only relatively but actually in many instances lower mile for mile than the rates on the same commodities moving within the North.

It is usually easier to incite interest in a matter in which those affected may gain some advantage than among persons who can only hope to retain what they now possess. This may in part account for the fact that the interest shown by Northern manufacturers and

industrial organizations has been meager at best. Only two Associations, including ours, and one shippers' representative from all of New England presented testimony in this case.

This is rather a sad commentary for New England as already tremendous political pressure has been brought to bear on the Commission to remove the so-called rate barriers against the South and any lack of interest on the part of shippers in the North may be interpreted by the Commission as an indication that some concession to the South should be made.

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**Commissioners Aitchison and Porter Renominated for ICC:**—President Roosevelt renominated and the Senate confirmed Commissioners Clyde B. Aitchison and Claude R. Porter to serve new seven-year terms as members of the Interstate Commerce Commission.

Commissioner Aitchison, who currently is chairman of the ICC, having replaced Joseph B. Eastman when the latter became director of the Office of Defense Transportation, is dean of the Commission. He has served since 1917, when he first was appointed by President Wilson. Commissioner Aitchison will be 68 next February.

Commissioner Porter, who is 70, has served on the Commission since 1928, having been appointed by President Coolidge. Prior to his appointment to the ICC, he was chief counsel for the Federal Trade Commission.

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**Permanent Maximum Prices Set for Transportation of Coal by Barge:**—The Office of Price Information has issued permanent maximum prices applicable to the transportation of bituminous coal by barge from Hampton Roads to New York and New England and from New York to New England. As a whole, these permanent rates do not vary materially from temporary rates established August 1, which continued in effect until December 2. The rates are adjusted, however, at a few points where

experience has shown the temporary schedule to be either too high or too low. The permanent schedule, which supplants Amendment No. 4 to the Supplementary Regulation, is set up in Amendment No. 72 to Supplementary Regulation No. 14 of the General Maximum Price Regulation and became effective on December 3.

The new permanent schedule, like the temporary one, takes into consideration the increased shipping costs due to the war. Two additional quantity classifications are set up in the new schedule for cargoes of less than 600 tons and for cargoes of 600-1200 tons. These make proper allowance for the use of smaller barges, such as deck scows. Rates for shipment in these barges are increased by from 15 to 30 cents a ton. While the rates apply only to shipments transported by carriers other than common carriers, they will be used in determining the receiver's transportation costs under Compensatory Adjustment Regulation No. 1, even though the transportation is by a common carrier.

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**Price Control Act Supersedes ICC Act:**—The District of Columbia Court of Appeals, reversing a lower court decision, holds that increased freight rates filed before October 2, when the emergency price control law became effective and which were scheduled to become effective after that date, are subject to the law's provision requiring 30 days' advance notice to the Office of Price Administration. The Court of Appeals held that the price law superseded the Interstate Commerce Act "to whatever extent may be necessary to achieve its own purposes". OPA's definition of a "general" rate increase, issued by OPA to guide motor carriers in determining whether a proposed increase requires advance notice to the price-control agency, was also upheld.

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**ODT Considering Relaxation of 35-mile Speed Limit:**—Serious consideration is being given to the desir-

(Continued on page 31)





By W. ADAM JOHNSON, *Manager, Foreign Trade Dept., and Manager, Hartford Cooperative Office, Bureau of Foreign and Domestic Commerce*

**A**T the December meeting of the Foreign Trade Committee topics of such general interest were discussed that excerpts from the minutes of the meeting are reproduced here with subjects of discussions in bold type.

Mr. Harold W. French, chairman, and vice president, The Bridgeport Hardware Manufacturing Company, Bridgeport, presided.

#### **Have Members Experienced Any Improvement on Export Licenses for Argentina?**

The unanimous opinion was that there had been no improvement.

A number of members said that they had had several applications returned to them with no action taken and a notation reading "do not resubmit this application before January 1st." In other cases the application had not been rejected but a questionnaire was sent along with the license asking for more information from the customer. Others had had them marked "returned because of lack of shipping facilities."

One member reported that he had had no trouble getting shipping space for his products.

#### **Post War Planning**

The chairman asked Mr. F. D. Lehn, Director, International Division, Underwood - Elliott - Fisher Company, New York to report on a meeting he had just attended in New York on December 4th.

Mr. Lehn gave a brief outline of the excellent address which Dr. Ralph Robey, Associate Editor of "News Week", delivered on the subject of "Post-War Problems America Must Face", before the Friday morning meeting, December 4, of the War Con-

gress of American Industry sponsored by the National Association of Manufacturers. Dr. Robey stated that there were four ingredients for post-war prosperity.

1. Purchasing Power
2. Demand for goods
3. Production Capacity
4. Man Power

Dr. Robey then explained why there would be no shortage in the post-war period of any one of the four ingredients required for prosperity.

With reference to buying power, Dr. Robey pointed out that best estimates indicate that as of the end of this year, that is, December 31, 1943, there will be some \$134,000,000,000 available for purchasing and investment represented by:

War Bonds	\$24,000,000,000
Installment Credit	8,000,000,000
Money in Circulation	18,000,000,000
Deposits	116,000,000,000

With reference to demand for goods, Dr. Robey emphasized the fact that a minimum of \$22,000,000,000 would be required to satisfy even preliminary demands for new homes, new radios, new automobiles, etc.

With reference to productive capacity, Dr. Robey thinks that it is conservative to state that the production of our country will be at the highest peace-time level in the country's history when the post-war period begins.

Dr. Robey stated that during the four years 1939 to 1943, machine tool output will have increased seven times, electric power 25%, steel production from 81,000,000 tons to 98,000,000 tons annually, not to mention an increase in the production of aluminum from 435,000,000 pounds to 2,100,000,000 pounds.

With reference to man power, Dr. Robey stated that in 1940, it was

estimated that there were 54,300,000 gainfully employed persons in this country, and that by the end of 1943 this number will have increased to 62,500,000. Incidentally, both figures include members of the armed forces and women.

Dr. Robey warned, however, that although we will have the four ingredients for prosperity in good measure, the following problems will have to be solved satisfactorily before these four ingredients can be fused properly.

1. Taxation
2. Banking
3. Labor

In addition, Dr. Robey said that excess purchasing power in the post-war period would have to be controlled if a damaging inflationary period were not to take place. He stated that the Administration preferred to control this excess purchasing power through the medium of maintaining regulatory methods and procedures including price control. Dr. Robey stated that even if price control can be maintained, it does not represent an effective solution because it does not help to absorb purchasing power.

In Dr. Robey's opinion, the only way to get rid of unabsorbed purchasing power, which he termed liquid dynamite, is to permit the purchasing of goods plus making new investments.

After telling of Dr. Robey's talk, Mr. Lehn said that he had also heard Mr. Prince of the General Electric Company at Schenectady give a talk in which he referred to "Post-War Preparation" instead of the usual term of Post-War Planning. According to Mr. Prince we should be taking definite steps now to prepare for the Post-War period rather than just talking and planning for some action.

### **United States Assumes Liability for Loss of, Damage to, Domestic Insured and C.O.D. Shipments if Loss is Due to Circumstances of War**

The secretary read a communication from the United States Post Office at Honolulu, Hawaii addressed to the Chamber of Commerce of Honolulu, Hawaii, to the effect "that liability will be assumed for the loss of, or damage to, domestic insured and C.O.D. shipments including loss of articles while in the custody of the Postal Service, due to circumstances of war and accident on the high seas, to the extent of the loss within the limit of indemnity prescribed for the fee paid."

Certain manufacturers are reported to have recently refused to make shipment to Hawaii on a C.O.D. insured basis by parcel post because they were under the impression that the Post Office Department would not accept liability.

At this point a member asked if a registered package was lost at sea whether a claim should be made. Since non-delivery had been made it was entirely proper that claim be filed. It was considered probable that the payment would be allowed.

### **Has Anyone Shipped to Nicaragua via Manzanillo?**

A member recommended that goods be consigned to a customs' broker at Eagle Pass, Texas, who would re-assign to a customs' broker at Manzanillo in Mexico who, in turn, would consign the goods to Nicaragua.

Another member suggested that shippers communicate with the New York office of the Mexican National Railways who would issue a unit bill of lading for shipment to Nicaragua.

A question was asked as to the terms of payment. It was agreed that the terms should ordinarily be 90 days sight D.A.

### **List of Foreign Purchasing and Procurement Agencies in U. S. A.**

Attention was called to the list of Procurement Agencies which have been developed and the committee was asked to send to the secretary any additions, corrections or deletions that should be made to this list. By the united action of all the committee members, the list should be kept up to date and become a valuable adjunct in making the proper contacts with procurement agencies.

In going through the list of agencies by countries, it was determined

that no interest had been shown by Cuba or Argentina buyers of late. Also none have been coming in from China. It was reported, however, that there were more inquiries coming in now from the Netherlands West Indies and the Dutch Guiana than was usual.

### **Rail Excise Tax on Export Shipments**

A member reported that the excise tax of 3 per cent did not apply on shipments for export but did apply on the movement of goods within a port.

### **What To Do About Obtaining Shipping Space for Old Business**

One member asked what he should do with old business (export license granted) that is ready for shipment. This member was urged to personally call on the steamship companies in New York and to make contacts very frequently with those transportation companies until freight space was obtained. It was pointed out that oftentimes the shipper himself can do far better obtaining space than can a forwarder who is constantly calling on the steamship companies.

One member reported that he is shipping hardware to Peru, on a "D" priority. Textiles apparently are moving easily on "D" priorities. Most members indicated that they used several forwarders in order to get the best results. Again it was pointed out that regardless of priorities, the boats would be packed accordingly to proper stowage procedure.

## **BUSSINESS PATTERN**

*(Continued from page 26)*

increases in manhours worked have occurred in Stamford where conversion to war work is practically complete and volume production has begun.

The index of freight shipments originating in eight Connecticut cities fell off in November to an estimated 57% above normal. A decline to near average levels from the record high totals of tonnage loaded last month in Bridgeport, Hartford and Danbury, offset increases shown for New London, South Norwalk and Stamford and brought the index almost four points below the average for the past twelve months.

The index of construction work in progress in Connecticut continued to

decline and in November stood at 1% above normal with the likelihood that the index will fall below normal in December for the first time in over three years. Since it has been more or less decided to shift war production emphasis to ships and planes, it does not appear that there will be any appreciable expansion beyond that already existing as regards plants not largely occupied with these two items. Since private residential building is practically at an end, the burden of maintaining any sort of construction activity falls upon public works and fulfilling the needs for defense housing. In this connection there has recently been a fairly large amount of construction work put to bid for hospital additions, storm sewers, etc. with the prospect of more to come. The possibility, mentioned here earlier, of more defense housing, took another step forward when, in November, bids were received on the construction of slightly more than 1,300 units in the Hartford area and 400 more in Bridgeport.

In the week ended December 5 the Bureau of Labor Statistics Index of Wholesale Prices stood at 100.1% of the 1926 average, the fourth consecutive week in which there was no change. As has been the case for some time, principal market changes were for farm products. A new system of fixing ceiling prices is shortly to become effective for most foods heretofore uncontrolled. Ceilings will be calculated on the basis of differentials taking into consideration differences in material and labor costs resulting in specific dollars and cents maximum prices by grades and by regions. As of December 1 the Fairchild Retail Price Index remained at 113.1, unchanged since July 1, 1942. Retail prices, however, continue to remain slightly above last year, showing an increase of 5.2%.

The cost of living maintained its rising trend with an advance of 0.6% in November according to the National Industrial Conference Board. Again, food costs continued to be the leading factor in the increase, rising 1% during the month. This represents a smaller advance than during the previous month when the rise shown was 2.5%, reflecting the effect of broadened price ceilings which became effective on October 5 and now bring 90% of all food products under regulation. Sundries was the only other item to advance, rising 0.8%. The level of living costs was 8% higher than in November, 1941.

# ACCOUNTING HINTS

(Contributed by Hartford Chapter, National Association of Cost Accountants)

**H**ERETOFORE many concerns readily revealed in their annual operating statements the gross volume of sales for the year, together with considerable other information. Others, however, strove to be secretive about these facts and simply stated their gross profit and income from operations. The 1942 reports will undoubtedly produce more on the latter basis inasmuch as the Government has directed those companies holding large war contracts not to publish gross volume figures as such information may be of use and value to the enemy. This change of presentation may have a permanent influence on the practice with respect to future reporting.

It is probable that many statements will be released to stockholders "subject to subsequent audit," hence without the customary auditor's certificate. Present indications are that the Stock Exchange and S. E. C. will permit this and will extend the period within which completed reports with the required certification must be filed. Public accounting firms are being called upon for greatly increased service, while their staffs are being depleted by the operation of the Selective Service law as well as by transfers into governmental and industrial service.

The delay with respect to the audit and certification of reports again brings up the subject of the Natural Business Year. It has been estimated that 75% of industry reports on the calendar year, but notwithstanding this

general use the calendar year is not the natural or logical basis for a large portion of American business. The proper fiscal period for any particular enterprise should represent the twelve consecutive months which end when its business activities have reached the lowest point in their annual cycle. If this basis is used far more satisfactory statements can be rendered as to the achievements for the inventory questions are simplified, the volume of work involved is reduced and the organizational pressure is apt to be at a minimum.

Another item which will be prominent in the 1942 crop of corporation reports will be the references to pending or completed renegotiation of war contracts. In the absence of any legally prescribed formulae for determining or anticipating the probable results of this proceeding, adequate footnotes covering this contingency will be looked for.

Comparative statements of operations of this abnormal year with any prior periods will have but little point except perhaps to emphasize that in spite of greatly increased volume the balance of net income after setting up the tax obligations will show a marked shrinkage.

In an issue last summer it was suggested by this department that company policies with respect to employees' and keymen's compensation should be given timely consideration and that to wait until the end of the year for

making adjustments, and especially the declaration of large bonuses, was tax suicide. Happenings in September and October of 1942 with the invoking of salary stabilization regulations have confirmed our apprehensions on this subject.

Hartford Chapter, National Association of Cost Accountants, has scheduled three important monthly meetings which should be of timely interest to executives:

**JANUARY 19, 1943:**

Subject—"Abnormal Costs"

William F. Burke, Asst. Comptroller, Scovill Manufacturing Co.; Herman A. Papenfoth, Chief Accountant, Trumbull Elec. Mfg. Co.; Ernest R. Dayton, Comptroller, The Russell Manufacturing Co.

**FEBRUARY 16, 1943:**

Subject—"Accounting Problems Resulting from Plant Expansion"

Frederick E. Burnham, General Accountant, United Aircraft Corp.

**MARCH 16, 1943:**

Subject—"Anticipating Post War Problems"

James L. Dohr, Association Professor of Accounting, Columbia University, New York, N. Y.

## TRANSPORTATION

(Continued from page 28)

ability of relaxing the national 35-mile speed limit as it applies to motor trucks. Members of the House subcommittee studying gasoline and fuel oil rationing are concerned over the possibility that fuel-oil users in the New England and Middle Atlantic regions might suffer because there is inadequate transportation to bring them the necessary supplies. Because it

reduces substantially the carrying volume of the nation's busy tank trucks, the present restriction on speed was cited as one of the factors working against a solution of the problem.

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**Manpower Crisis in Transportation Field:**—Estimating that the trucking industry must recruit 65,000 new workers by next June, Joseph B. Eastman, Director of the Office of Defense Transportation, manifested grave concern over the manpower crisis in

the transportation field. Mr. Eastman predicted that the transportation industry in its entirety will have to find and train by midsummer of next year approximately 500,000 new employees if it is to continue to perform its war job.

He advanced a three-point program of recruiting, training and more efficiently utilizing labor to man trucks, buses, trains, airplanes, streetcars and other carriers, and declared that, to meet the needs, management, labor and all government agencies must cooperate.



# IT'S MADE IN CONNECTICUT

**Ed. NOTE.** This department, giving a partial list of products manufactured in Connecticut by company, seeks to facilitate contacts between prospective purchasers in domestic or foreign markets and producers. It includes only those listings ordered by Connecticut producers. Interested buyers may secure further information by writing this department.

(Advertisement)

<b>Accounting Forms</b>		<b>Bathroom Accessories</b>		<b>Brick-Building</b>	
The Baker Goodyear Co	New Haven	The Autoyre Company	Oakville	The Donnelly Brick Co	New Britain
<b>Accounting Machines</b>		The Charles Parker Co	Meriden	<b>Bricks-Fire</b>	
Underwood Elliott Fisher Co	Hartford	<b>Bearings</b>		Howard Company	New Haven
<b>Adding Machines</b>		New Departure Div of General Motors	(ball) Bristol	<b>Broaching</b>	
Underwood Elliott Fisher Co	Hartford	The Fafnir Bearing Co (ball)	New Britain	The Hartford Special Machinery Co	Hartford
<b>Advertising Printing</b>		Norma-Hoffmann Bearings Corp	(ball and roller) Stamford	<b>Brooms-Brushes</b>	
The Case Lockwood & Brainard Co	Hartford	<b>Bells</b>		The Fuller Brush Co	Hartford
<b>Advertising Specialties</b>		Revin Brothers Mfg Co	East Hampton	<b>Buckles</b>	
The H C Cook Co 32 Beaver St	Ansonia	The Gong Bell Mfg Co	East Hampton	The Hatheway Mfg Co (Dee Rings)	Bridgeport
Scovill Manufacturing Co (Made to Order)	Waterbury	Sargent and Co	New Haven	The Hawie Mfg Co	Bridgeport
The Waterbury Button Co	Waterbury	The N N Hill Brass Co	East Hampton	The G E Prentice Mfg Co	New Britain
<b>Aero Webbing Products</b>		<b>Belting</b>		John M Russell Mfg Co Inc	Naugatuck
Russell Mfg Co	Middletown	Hartford Belting Co	Hartford	B Schwanda & Sons	Staffordville
<b>Air Compressors</b>		The Russell Mfg Co	Middletown	The Patent Button Co	Waterbury
The Spencer Turbine Co	Hartford	The Thames Belting Co	Norwich	The Waterbury Button Co	Waterbury
<b>Aircraft Accessories</b>		<b>Benches</b>		<b>Buffing &amp; Polishing Compositions</b>	
Warren McArthur Corp (Airplane Seating)	Bantam	The Charles Parker Co (piano)	Meriden	Apothecaries Hall Co	Waterbury
<b>Aircraft-Repair &amp; Overhaul</b>		<b>Bicycle Coaster Brakes</b>		Lea Mfg Co	Waterbury
United Airports Div United Aircraft Corp	Hartford	New Departure Div General Motors Corp	Bristol	<b>Buffing Wheels</b>	
Rentschler Field East Hartford		<b>Bicycle Sundries</b>		The Williamsville Buff Mfg Co	Danielson
<b>Airplanes</b>		New Departure Div General Motors Corp	Bristol	<b>Buttons</b>	
Vought-Sikorsky Aircraft, Div United Aircraft Corp	Stratford	Colonial Board Company	Manchester	B Schwanda & Sons	Staffordville
<b>Aluminum Castings</b>		<b>Binders Board</b>		The Patent Button Co	Waterbury
Newton-New Haven Co 688 Third Avenue	West Haven	<b>Biological Products</b>		Colt's Patent Fire Arms Mfg Co	Hartford
<b>Aluminum Forgings</b>		Ernst Bischoff Company Inc	Ivoryton	Scovill Manufacturing Co (uniform and tack fastened)	Waterbury
Scovill Manufacturing Co (small)	Waterbury	<b>Blades</b>		The Waterbury Button Co	Waterbury
<b>Aluminum Goods</b>		Capewell Manufacturing Company, Metal Saw Division, (hack saw and band saw)	Hartford	<b>Cabinets</b>	
Scovill Manufacturing Co (To Order)	Waterbury	<b>Blocks</b>		The Charles Parker Co (medicine)	Meriden
The Waterbury Button Co	Waterbury	Howard Company (cupola fire clay)	New Haven	<b>Cable</b>	
<b>Aluminum-Sheets &amp; Coils</b>		<b>Blower Fans</b>		The Wiremold Co (electric, non-metallic Sheathed)	Hartford
United Smelting & Aluminum Co Inc	New Haven	The Spencer Turbine Co	Hartford	<b>Cams</b>	
<b>Ammunition</b>		Colonial Blower Company	Hartford	The Hartford Special Machinery Co	Hartford
Remington Arms Co Inc	Bridgeport	<b>Blower Systems</b>		<b>Canvas Products</b>	
<b>Artificial Leather</b>		Colonial Blower Company	Hartford	F B Skiff Inc	Hartford
The Permatex Fabrics Corp	Jewett City	<b>Boilers</b>		<b>Carpets and Rugs</b>	
Zapon Div, Atlas Powder Co	Stamford	The Bigelow Co	New Haven	Bigelow-Sanford Carpet Co	Thompsonville
<b>Asbestos</b>		Petroleum Heat & Power Co (domestic only)	Stamford	<b>Carpet Lining</b>	
Rockbestos Products Corp (insulated wire, cable and cords)	New Haven	<b>Bolts and Nuts</b>		Palmer Brothers Co	New London
The Raybestos Div of Raybestos-Manhattan Inc (brake lining, clutch facings, sheet packing and wick)	Bridgeport	Clark Brothers Bolt Co	Milldale	<b>Castings</b>	
<b>Assemblies, Small</b>		The O K Tool Co Inc (T-Slot)	33 Hull St Shelton	The Charles Parker Co (gray iron)	Meriden
The Greist Manufacturing Co	New Haven	<b>Box Board</b>		The Bradley & Hubbard Mfg Co (gray iron, brass, bronze, aluminum)	Meriden
The Wallace Barnes Co Div, Associated Spring Corp	Bristol	The Lydall & Foulds Paper Co	Manchester	The Gillette-Vibber Co (gray iron, brass, bronze, aluminum, also Bronze Bushing Stock)	New London
<b>Auto Cable Housing</b>		National Folding Box Co	New Haven	The Sessions Foundry Co (gray iron)	Bristol
The Wiremold Company	Hartford	Robertson Paper Box Co	Montville	John M Russell Mfg Inc (brass, bronze and aluminum)	Naugatuck
<b>Automatic Control Instruments</b>		<b>Boxes-Paper-Folding</b>		Malleable Iron Fittings Co (malleable iron and steel)	Branford
The Bristol Co (temperature, pressure, flow, humidity, time)	Waterbury	Atlantic Carton Corp	Norwich	McLagon Foundry Co (gray iron)	New Haven
<b>Automobile Accessories</b>		S Curtis & Son Inc	Sandy Hook	Newton-New Haven Co (zinc and aluminum)	688 Third Ave West Haven
The Rostand Mfg Co (windshields, seats, and body hardware)	Millford	M S Dowd Carton Co	Hartford	Philbrick-Booth & Spencer Inc (gray iron)	Hartford
The Raybestos Div of Raybestos-Manhattan Inc (brake lining, rivets brass, clutch facings, packing)	Bridgeport	<b>Brake Linings</b>		Scovill Manufacturing Co (brass and bronze)	Waterbury
<b>Automotive Friction Fabrics</b>		The New Haven Pulp & Board Co	New Haven	Union Mfg Co (gray iron)	New Britain
The Russell Mfg Co	Middletown	Robertson Paper Box Co	Montville	Wilcox Crittenden & Co Inc (gray iron and brass)	Middletown
<b>Automotive &amp; Service Station Equipment</b>		<b>Brake Linings</b>		<b>Castings-Permanent Mould</b>	
Scovill Manufacturing Co (Canned Oil Dispensers)	Waterbury	Colt's Patent Fire Arms Mfg Co	Hartford	The Bradley & Hubbard Mfg Co (zinc and aluminum)	Meriden
The Raybestos Div of Raybestos-Manhattan Inc (brake service machinery)	Bridgeport	The Raybestos Div of Raybestos-Manhattan Inc (automotive and industrial)	Bridgeport	<b>Centrifugal Blower Wheels</b>	
<b>Bakelite Moldings</b>		The Russell Mfg Co	Middletown	The Torrington Manufacturing Co	Torrington
The Waterbury Button Co	Waterbury	<b>Brass and Bronze</b>		<b>Chain</b>	
<b>Balls</b>		The American Brass Co (sheet, wire rods, tubes)	Waterbury	John M Russell Mfg Co Inc	Naugatuck
The Abbott Ball Co (steel bearing and burnishing)	Hartford	The Bristol Brass Corp (sheet, wire, rods)	Bristol	<b>Chain-Welded and Weldless</b>	
The Hartford Steel Ball Co (steel bearing and burnishing, brass, bronze, monel, stainless, aluminum)	Hartford	The Miller Co (phosphor bronze in sheets, strips and rolls)	Meriden	Bridgeport Chain & Mfg Co	Bridgeport
<b>Barrels</b>		The Thinsheet Metals Co (sheets and rolls)	Waterbury	<b>Chains-Bead</b>	
The Abbott Ball Co (burnishing and tumbling)	Hartford	<b>Brass Goods</b>		The Bead Chain Mfg Co	Bridgeport
The Hartford Steel Ball Co (tumbling)	Hartford	Sargent and Company	New Haven	<b>Chemicals</b>	
<b>Barrels</b>		Scovill Manufacturing Co (To Order)	Waterbury	Apothecaries Hall Co	Waterbury
<b>Brass Mill Products</b>		Bridgeport Brass Co	Bridgeport	MacDermid Incorporated	Waterbury
Scovill Manufacturing Co	Waterbury	<b>Brass Stencils-Interchangeable</b>		American Cyanamid & Chemical Corp	Waterbury
<b>Brass Stencils-Interchangeable</b>		The Fletcher Terry Co	Box 415, Forestville	<b>Chromium Plating</b>	
<b>Brass Stencils-Interchangeable</b>		<b>Brass Stencils-Interchangeable</b>		Chromium Corp of American	Waterbury
<b>Brass Stencils-Interchangeable</b>		<b>Brass Stencils-Interchangeable</b>		The Chromium Process Company	Derby
<b>Brass Stencils-Interchangeable</b>		<b>Brass Stencils-Interchangeable</b>		<b>Chucks &amp; Face Plate Jaws</b>	
<b>Brass Stencils-Interchangeable</b>		<b>Brass Stencils-Interchangeable</b>		Union Mfg Co	New Britain
<b>Brass Stencils-Interchangeable</b>		<b>Brass Stencils-Interchangeable</b>		<b>Clamps-Wood Workers</b>	
<b>Brass Stencils-Interchangeable</b>		<b>Brass Stencils-Interchangeable</b>		Sargent and Company	New Haven
<b>Brass Stencils-Interchangeable</b>		<b>Brass Stencils-Interchangeable</b>		<b>Clay</b>	
<b>Brass Stencils-Interchangeable</b>		<b>Brass Stencils-Interchangeable</b>		Howard Company (Fire Howard "B" and High Temperature Dry)	New Haven



# IT'S MADE IN CONNECTICUT

—CONTINUED—

**Cleansing Compounds**  
MacDermid Incorporated Waterbury

**Clutch Facings**  
The Russell Mfg Co Middletown

**Clutch—Friction**  
The Carlyle Johnson Mach Co (Johnson Expanding Ring; Multiple Disc Maxitorq) Manchester

The Raybestos Div of Raybestos-Manhattan Inc (clutch facings—molded, woven, fabric, metallic) Bridgeport

**Comfortables**  
Palmer Brothers Co New London

**Cones**  
Sonoco Products Co (Climax-Lowell Div) Mystic  
(Paper)

**Consulting Engineers**  
The Stanley P Rockwell Co Inc (Consulting) Hartford  
296 Homestead Ave

**Contract Manufacturers**  
The Greist Mfg Co (metal parts and assemblies) New Haven  
503 Blake St

**Copper**  
The American Brass Co (sheet, wire, rods, tubes) Waterbury  
The Bristol Brass Corp (sheet) Bristol  
Scovill Manufacturing Co (pipe and service tubing) Waterbury  
The Thin-sheet Metals Co (sheets and rolls) Waterbury

**Copper Sheets**  
The New Haven Copper Co Seymour

**Copper Shingles**  
The New Haven Copper Co Seymour

**Copper Water Tube**  
Bridgeport Brass Co Bridgeport

**Cork Cots**  
Sonoco Products Co (Climax-Lowell Div) Mystic

**Corrugated Box Manufacturers**  
The Danbury Square Box Co Danbury

**Corrugated Shipping Cases**  
D L & D Container Corp 87 Shelton Ave  
New Haven  
Connecticut Corrugated Box Div Robert Galt Co Inc Portland

**Cosmetics**  
Northam Warren Corporation Stamford  
The J B Williams Co Glastonbury

**Cotton Batting & Jute Batting**  
Palmer Brothers New London

**Cotton Yarn**  
The Floyd Cranks Co Moosup

**Counting Devices**  
Veeder-Root Inc Hartford

**Cut Stone**  
The Dextone Co New Haven

**Cutters**  
The Standard Machinery Co (rotary board, single and duplex) Mystic  
The O K Tool Co Inc (inserted tooth milling) 33 Hull St Shelton

**Dictating Machines**  
Dictaphone Corporation Bridgeport  
The Soundscribe Corporation New Haven

**Die Castings**  
Newton-New Haven Co Inc 688 Third Ave  
West Haven

**Dies**  
The Hoggson & Pettis Mfg Co 141 Brewery St  
New Haven

**Die-Heads—Self-Opening**  
The Eastern Machine Screw Corp Truman & Barclay Sts New Haven  
The Geometric Tool Co New Haven

**Dish Washing Machines**  
Colt's Patent Fire Arms Mfg Co Hartford

**Draperies**  
Palmer Brothers Co New London

**Drop Forgings**  
Wilcox Crittenden & Co Inc Middletown  
The Blakeslee Forging Co Plantsville  
Atwater Mfg Co Plantsville  
Capewell Mfg Company Hartford

**Dowel Pins**  
The Allen Manufacturing Co Hartford

**Edged Tools**  
The Collins Co (axes and other edged tools) Collinsville

**Elastic Webbing**  
The Russell Mfg Co Middletown

**Electric Appliances**  
The Silux Co 80 Pliny St Hartford

**Electric Cables**  
Rockbestos Products Corp (asbestos insulated) New Haven

**Electrical Conduit Fittings & Grounding Specialties**  
The Gillette-Vibber Company New London

**Electric Cords**  
Rockbestos Products Corp (asbestos insulated) New Haven

**Electric Eye Control**  
United Cinephone Corporation Torrington

**Electric—Commutators & Segments**  
The Cameron Elec Mfg Co (rewinding motors) Ansonia

**Electric Fixture Wire**  
Rockbestos Products Corp (asbestos insulated) New Haven

**Electric Heating Element & Units**  
Rockbestos Products Corp (asbestos insulated) New Haven

**Electric Panel Boards**  
The Plainville Electrical Products Co Plainville

**Electric Wire**  
Rockbestos Products Corp (asbestos insulated) New Haven

The Whitney Blake Co (Graybar Elec Co Exclusive Distributors) Hamden

**Electrical Control Apparatus**  
The Trumbull Electric Mfg Co Plainville

**Electrical Control Equipment**  
Colt's Patent Fire Arms Mfg Co Hartford

**Electrical Recorders**  
The Bristol Co Waterbury

**Electrical Goods**  
A C Gilbert Co New Haven  
Colt's Patent Fire Arms Mfg Co Hartford

**Electrical Switches**  
Colt's Patent Fire Arms Mfg Co Hartford

**Electrotypes**  
W T Barnum & Co Inc (all classes) New Haven

**Elevators**  
The Eastern Machinery Co (passenger and freight) New Haven  
General Elevator Service Co Inc (freight, passenger and residence) Hartford

**Embalming Chemicals**  
The Embalmers' Supply Co Westport

**Engines**  
Wolverine Motor Works Inc (diesel stationary marine) Bridgeport  
Pratt & Whitney Aircraft Div United Aircraft Corp (aircraft) East Hartford

**Envelopes**  
Plimpton Mfg Co Div U S Envelope Co Hartford  
Curtis 1000 Inc Hartford

**Extractors—Tap**  
The Walton Co 94 Allyn St Hartford

**Eyelets**  
The Platt Bros & Co P O Box 1030 Waterbury  
Scovill Manufacturing Co Waterbury

**Fasteners—Slide & Snap**  
The G E Prentice Mfg Co New Britain  
Sargent and Co New Haven  
Scovill Manufacturing Co (snap) Waterbury

**FELT—All Purposes**  
American Felt Co (Mills & Cutting Plant) Glenville

**Ferrules**  
The Waterbury Button Co Waterbury

**Fibre Board**  
The C H Norton Co North Westchester

**Finger Nail Clippers**  
The H C Cook Co 32 Beaver St Ansonia

**Firearms**  
Colt's Patent Fire Arms Mfg Co Hartford  
Remington Arms Co Inc Bridgeport

**Fire Hose**  
Fabrics Fire Hose Co (municipal and industrial) Sandy Hook

**Fireplace Goods**  
The John P Smith Co (screens) 423-33 Chapel St New Haven  
The Rostand Mfg Co Milford

**Fireproof Floor Joists**  
The Dextone Co New Haven

**Fishing Equipment**  
The Horton Mfg Co (reels, rods, lines) Bristol

**Fishing Lines**  
The Bevin-Wilcox Line Co East Hampton

**Fishing Tackle**  
The H C Cook Co 32 Beaver St Ansonia

**Flashlight Cases**  
Scovill Manufacturing Co (metal) Waterbury

**Fluorescent Lighting Equipment**  
The Wiremold Company Hartford

**Forgings**  
Clark Brothers Bolt Co Milldale  
Heppenstall Co (all kinds and shapes) Bridgeport  
Scovill Manufacturing Co (non-ferrous) Waterbury

**Foundries**  
Union Mfg. Co (gray iron) New Britain  
Wilcox Crittenden & Co Inc (iron, brass, aluminum and bronze) Middletown  
The Sessions Foundry Co (iron) Bristol

**Foundry Riddles**  
The John P Smith Co 423-33 Chapel St New Haven

**Furnace Linings**  
Rolock Inc (brass, galvanized, steel) Southport

**The Mullite Refractories Co** Shelton

**Furniture Pads**  
The Gilman Brothers Company Gilman

**Fuses**  
Colt's Patent Fire Arms Mfg Co Hartford

**Galvanizing & Electric Plating**  
The Gillette-Vibber Co New London

**Galvanizing**  
Malleable Iron Fittings Co Branford  
Wilcox Crittenden & Co Inc Middletown

**Gaskets**  
The Raybestos Div of Raybestos-Manhattan Inc Bridgeport

**Gauges**  
The Bristol Co (pressure and vacuum—recording automatic control) Waterbury  
Gears—Reverse & Reduction for Motor Boats The Snow-Nabstedt Gear Corp. New Haven

**Gears and Gear Cutting**  
The Hartford Special Machinery Co Hartford

**General Plating**  
The Chromium Process Co (copper, nickel, chromium and cadmium plating) Derby

**Glass Coffee Makers**  
The Silux Co 80 Pliny St Hartford

**Glass Cutters**  
The Fletcher Terry Co Box 415, Forestville

**Golf Equipment**  
The Horton Mfg Co (clubs, shafts, balls, bags) Bristol

**Graphite Crucibles & Products**  
American Crucible Co Shelton

**Greeting Cards**  
A D Steinbach & Sons Inc New Haven

**Grinding**  
The Centerless Grinding Co Inc (Precision custom grinding; centerless, cylindrical, surface, internal, and special) Bridgeport  
19 Staples Street

**The Hartford Special Machinery Co** (gears, threads, cams and splines) Hartford

**Hardware**  
Sargent and Co New Haven  
Wilcox Crittenden & Co Inc (marine heavy and industrial) Middletown

**Hardware—Trailer Cabinet**  
The Excelsior Hardware Co Stamford

**Hardware, Trunk & Luggage**  
J H Sessions & Son Bristol

**Hat Machinery**  
Doran Brothers Inc Danbury

**Headers**  
The E J Manville Machine Co Waterbury

**Heat Treating**  
The A F Holden Co 200 Winchester St New Haven  
The Bennett Metal Treating Co Elmwood  
1045 New Britain Ave  
The Stanley P Rockwell Co Inc Hartford  
296 Homestead Ave

**Heat-Treating Equipment**  
The Autoyre Company Oakville  
The A F Holden Co 200 Winchester St New Haven  
The Stanley P Rockwell Co Inc (commercial) Hartford  
296 Homestead Ave  
The Wallace Barnes Co Div Associated Spring Corp Bristol

**Heating Apparatus**  
Crane Company Bridgeport

**Highway Guard Rail Hardware**  
Malleable Iron Fittings Co Branford

**Hinges**  
Sargent and Company New Haven  
Homer D Bronson Company Beacon Falls

**Holists and Trolleys**  
Union Mfg Company New Britain

**Hollow Screws**  
The Allen Manufacturing Co Hartford

**Hose Supporter Trimmings**  
The Hawie Mfg Co (So-Lo Grip Tabs) Bridgeport

**Hot Water Heaters**  
Petroleum Heat & Power Co (Instantaneous domestic oil burner) Stamford

**Industrial Finishes**  
Zapon Div Atlas Powder Co Stamford

**Insecticides**  
American Cyanamid & Chemical Corp Waterbury

**Insulated Wire Cords & Cable**  
The Kerite Insulated Wire & Cable Co Inc Seymour  
The Whitney Blake Co (Graybar Elec Co Exclusive Distributors) Hamden

**Insulation**  
The Gilman Brothers Co Gilman

**Insulating Refractories**  
The Mullite Refractories Co Shelton

**Japanning**  
J H Sessions & Son Bristol

**Jointing**  
The Raybestos Div of Raybestos-Manhattan Inc (compressed sheet) Bridgeport  
(Advt.)

# IT'S MADE IN CONNECTICUT

—CONTINUED—

<b>Key Blanks</b> Sargent and Company The Graham Mfg Co	New Haven Derby	<b>Milk Bottle Carriers</b> The John P Smith Co 323-33 Chapel St	New Haven	<b>Propeller Fan Blades</b> The Torrington Manufacturing Co	Torrington
<b>Knit Goods</b> American Hosiery Company <b>Labels</b> J & J Cash Inc (Woven)	New Britain South Norwalk	<b>Millboard</b> The Raybestos Div of Raybestos-Manhattan Inc (asbestos)	Bridgeport	<b>Punches</b> The Hoggson & Pettis Mfg Co (ticket & cloth)	New Haven
<b>Lacquers &amp; Synthetic Enamels</b> Zapon Div Atlas Powder Co <b>Ladders</b> A W Flint Co	Stamford New Haven	<b>Mill Supplies</b> Wilcox Crittenden & Co Inc	Middletown	<b>Putty Softeners—Electrical</b> The Fletcher Terry Co	Box 415 Forestville
<b>Lamps</b> The Rostand Mfg Company (brass, colonial style & brass candlesticks)	Milford	<b>Moulded Plastic Products</b> The Patent Button Co Colt's Patent Fire Arms Mfg Co The Watertown Mfg Co 117 Echo	Waterbury Hartford Lake Road Watertown	<b>Pyrometers</b> The Bristol Co (recording and controlling)	Waterbury
<b>Leather</b> Herman Roser & Sons Inc (Genuine Pigskin)	Glastonbury	<b>Moulds</b> The Hoggson & Pettis Mfg Co (steel) 141 Brewery St The Sessions Foundry Co. (heat resisting for non ferrous metals)	Bristol	<b>Radiation-Finned Copper</b> The G & O Manufacturing Company	New Haven
<b>Leather Goods Trimmings</b> The G E Prentice Mfg Co	New Britain	<b>Nickel Anodes</b> Apothecaries Hall Co The Seymour Mfg Co	Waterbury Seymour	<b>Railroad Equipment</b> The Rostand Mfg Co (baggage racks and mirrors for passenger cars)	Milford
<b>Letterheads</b> Lehman Brothers Inc (designers, engravers, lithographers)	New Haven	<b>Nickel Silver</b> The Seymour Mfg Co	Seymour	<b>Rayon Yarns</b> The Hartford Rayon Corp	Rocky Hill
<b>Lighting Equipment</b> The Miller Co (Miller, Duplexalite, Ivanhoe)	Meriden	<b>Nuts Bolts and Washers</b> Clark Brothers Bolt Co	Milldale	<b>Razors</b> Schick Inc. (electric)	Stamford
<b>Locks</b> Sargent and Company	New Haven	<b>Office Equipment</b> Underwood Elliott Fisher Co	Hartford	<b>Reamers</b> The O K Tool Co Inc (inserted tooth)	Shelton
<b>Locks—Cabinet</b> The Excelsior Hardware Co	Stamford	<b>Oil Burners</b> The Silent Glow Oil Burner Corp	Branford	<b>Recorders</b> The Bristol Co (automatic controllers, temperature, pressure, flow, humidity)	Waterbury
<b>Locks—Suit-case and Trimmings</b> The Excelsior Hardware Co	Stamford	<b>Petroleum Heat &amp; Power Co</b> (domestic commercial and industrial)	Stamford	<b>Refractories</b> Howard Company	New Haven
<b>Locks—Trunk</b> The Excelsior Hardware Co	Stamford	<b>Oil Burner Wick</b> The Raybestos Div of Raybestos-Manhattan Inc	Bridgeport	<b>Resistance Wire</b> The C O Jelliff Mfg Co (Nickel chromium, kanthal)	Southport
<b>Locks—Zipper</b> The Excelsior Hardware Co	Stamford	<b>Packing</b> The Raybestos Div of Raybestos-Manhattan Inc (rubber sheet and automotive)	Bridgeport	<b>Retainers</b> The Hartford Steel Ball Co (bicycle & automotive)	Hartford
<b>Loom-Non-Metallic</b> The Wiremold Company	Hartford	<b>Paints and Enamels</b> The Tredennick Paint Mfg Co	Meriden	<b>Reverse Gear—Marine</b> The Carlyle Johnson Mach Co	Manchester
<b>Machine Work</b> The Hartford Special Machinery Co (contract work only)	Hartford	<b>Paperboard</b> Connecticut Corrugated Box Div Robert Gair Co Inc The New Haven Pulp & Board Co	Portland New Haven	<b>Riveting Machines</b> The Grant Mfg & Machine Co The Raybestos Div of Raybestos-Manhattan Inc (brake service equipment)	Bridgeport Bridgeport
<b>Machinery</b> The Hallden Machine Company (mill)	Thomaston	<b>Paper Boxes</b> National Folding Box Co (folding) The New Haven Pulp & Board Co (folding) Robertson Paper Box Co (folding) The Strouse, Adler Co Atlantic Carton Corp (folding)	New Haven New Haven Montville New Haven Norwich	<b>Rivets</b> The Connecticut Manufacturing Company	Waterbury
<b>Machinery Dealers &amp; Rebuilders</b> Botwinik Brothers Machinery Dealers Inc	New Haven New Haven	<b>Paper Clips</b> The H C Cook Co (steel) 32 Beaver St	Ansonia	<b>Rods</b> The Bristol Brass Corp (brass and bronze)	Bristol
<b>Machines</b> Andrew C Campbell Div American Chain & Cable Co Inc (cutting & nibbling)	Bridgeport	<b>Parallel Tubes</b> Sonoco Products Co (Climax-Lowell Div)	Mystic	<b>Roof Coatings &amp; Cements</b> Tilo Roofing Co Inc	Stratford
<b>Machines—Automatic</b> The A H Nilson Mach Co (Special)	Bridgeport	<b>Phosphor Bronze</b> The Seymour Mfg Co The Bristol Brass Corp (sheet)	Seymour Bristol	<b>Roofing—Built Up</b> Tilo Roofing Co Inc	Stratford
<b>Machines—Forming</b> The A H Nilson Mach Co (four-slide wire and ribbon stock)	Bridgeport	<b>Pipe</b> The American Brass Co (brass and copper) Howard Co (cement well and chimney)	Waterbury New Haven	<b>Rubber Chemicals</b> The Stamford Rubber Supply Co ("Factice" Vulcanized Vegetable Oils)	Stamford
<b>Malleable Iron Castings</b> Malleable Iron Fittings Co	Branford	<b>Pipe Fittings</b> Malleable Iron Fittings Co The Plainville Electro Plating Co	Branford Plainville	<b>Rubberized Fabrics</b> The Duro-Gloss Rubber Co	New Haven
<b>Marine Equipment</b> The Rostand Mfg Co (portlights, deck, cabin and sailboat hardware)	Milford	<b>Platers</b> The Patent Button Co The Plainville Electro Plating Co	Waterbury Plainville	<b>Rubber Footwear</b> The Goodyear Rubber Co	Middletown
<b>Marking Devices</b> Wilcox Crittenden & Co Inc	Middletown	<b>Platers—Chrome</b> The Plainville Electro Plating Co MacDermid Incorporated	Plainville Waterbury	<b>Rubbish Burners</b> The John P Smith Co 423-33 Chapel St	New Haven
<b>Marking Devices</b> The Hoggson & Pettis Mfg Co	New Haven	<b>Plumbers' Brass Goods</b> Bridgeport Brass Co (brass & copper) Scovill Manufacturing Co (copper, red brass and yellow brass)	Bridgeport Waterbury	<b>Safety Fuses</b> The Ensign-Bickford Co (mining & detonating)	Simsbury
<b>Matrices</b> W T Barnum & Co Inc	New Haven	<b>Polishing Wheels</b> The Williamsville Buff Mfg Co	Danielson	<b>Saw Blades</b> The Capewell Mfg Co (Hack Saw, Band Saw)	Hartford
<b>Mattresses</b> Palmer Brothers Co Waterbury Mattress Co	New London Waterbury	<b>Presses</b> The Standard Machinery Co (plastic molding, embossing, and die cutting)	Mystic	<b>Saws, Band, Metal Cutting</b> Atlantic Saw Mfg Co	New Haven
<b>Metal Cleaners</b> Apothecaries Hall Co	Waterbury	<b>Propellers—Aircraft</b> Hamilton Standard Propellers Div United Aircraft Corp	East Hartford	<b>Scales—Industrial Dial</b> The Kron Company	Bridgenort
<b>Metal Cleaning Machines</b> Colt's Patent Fire Arms Mfg Co	Hartford			<b>Scissors</b> The Acme Shear Company	Bridgeport
<b>Metal Goods</b> Bridgeport Brass Co (to order)	Bridgeport			<b>Screw Machine Products</b> The Apex Tool Co Inc The Connecticut Manufacturing Company	Bridgeport Waterbury
<b>Metal Novelties</b> The H C Cook Co 32 Beaver St The Waterbury Button Co	Ansonia Waterbury			<b>Corbin Screw Div, American Hardware Corp</b>	New Britain
<b>Metal Products—Stampings</b> J H Sessions & Son Scovill Manufacturing Co (Made to Order)	Bristol Waterbury			<b>The Blake &amp; Johnson Co</b> The Centerless Grinding Co Inc (Heat treated and ground type only)	Waterbury
<b>Metal Specialties</b> The Excelsior Hardware Co The G E Prentice Mfg Co	Stamford New Britain			<b>The Eastern Machine Screw Corp</b> Truman & Barclay St	New Haven
<b>Metal Stampings</b> The Autoyre Co (small)	Oakville			<b>The Humason Mfg Co</b>	Forestville
<b>The Patent Button Co</b>	Waterbury			<b>The Greist Mfg Co (Up to 1 1/4" capacity)</b>	New Haven
<b>The Excelsior Hardware Co</b>	Stamford			<b>Scovill Manufacturing Co</b>	Waterbury
<b>J H Sessions &amp; Son</b>	Bristol				(Advt.)
<b>The Greist Mfg Co 503 Blake St</b>	New Haven				
<b>The Waterbury Button Co</b>	Waterbury				
<b>Bridgeport Chain &amp; Mfg Co</b>	Bridgeport				

# IT'S MADE IN CONNECTICUT

—CONTINUED—

<b>Screws</b>		<b>Steel—Magnetic</b>		<b>Valves—Automatic Air</b>	
The Blake & Johnson Co (machine)	Waterville	Cinaudagraph Corporation	Stamford	Beaton & Cadwell Mfg Co	New Britain
Corbin Screw Div, American Hardware Corp	New Britain	<b>Stereotypes</b>		<b>Valves—Flush</b>	
Sargent and Company	New Britain	W T Barnum & Co Inc	New Haven	Beaton & Cadwell Mfg Co	New Britain
Clark Brothers Bolt Co	Milldale	<b>Stop Clocks, Electric</b>		<b>Valves—Relief &amp; Control</b>	
The Charles Parker Co (wood)	Meriden	The H C Thompson Clock Co	Bristol	Beaton & Cadwell Mfg Co	New Britain
Scovill Manufacturing Co (cap and machine)	Waterbury	<b>Studio Couches</b>		<b>Ventilating Systems</b>	
<b>Screws (Machine)</b>		Waterbury Mattress Co	Waterbury	Colonial Blower Company	Hartford
The Connecticut Manufacturing Company	Waterbury	<b>Super Refractories</b>		<b>Vises</b>	
<b>Scythes</b>		The Mullite Refractories Co	Shelton	The Charles Parker Co	Meriden
Winsted Manufacturing Co	Winsted	<b>Surface Metal Raceways &amp; Fittings</b>		<b>Washers</b>	
<b>Sewing Machines</b>		The Wiremold Company	Hartford	The Blake & Johnson Co (brass, copper & non-ferrous)	Waterville
The Greist Mfg Co (Sewing machine attachments)	503 Blake St New Haven	<b>Switchboards</b>		American Felt Co (felt)	Glenville
The Merrow Machine Co (Industrial)	2814 Laurel St Hartford	Plainville Electrical Products Co	Plainville	Clark Brothers Bolt Co	Milldale
<b>Shaving Soaps</b>		<b>Switchboards Wire and Cables</b>		J H Sessions & Son	Bristol
The J B Williams Co	Glastonbury	Rockbestos Products Corp (asbestos insulated)	New Haven	The Raybestos Div of Raybestos-Manhattan Inc (clutch washers)	Bridgeport
<b>Shears</b>		<b>Switches</b>		<b>Watches</b>	
The Acme Shear Co (household)	Bridgeport	Colt's Patent Fire Arms Mfg Co	Hartford	Benrus Watch Co	30 Cherry St Waterbury
<b>Sheet Metal Products</b>		<b>Tanks</b>		<b>Waterproof Dressings for Leather</b>	
The American Brass Co (brass and copper)	Waterbury	The Bigelow Company (steel)	New Haven	The Viscol Company	Stamford
<b>Sheet Metal Stampings</b>		<b>Tape</b>		<b>Webbing</b>	
The American Buckle Co	West Haven	The Russell Mfg Co	Middletown	The Russell Mfg Co	Middletown
The Patent Button Co	Waterbury	<b>Tap Extractors</b>		<b>Welding Rods</b>	
J H Sessions & Son	Bristol	The Walton Co	94 Allyn St Hartford	The Bristol Brass Corp (brass & bronze)	Bristol
<b>Showcase Lighting Equipment</b>		<b>Taps, Collapsing</b>		<b>Wicks</b>	
The Wiremold Company	Hartford	The Geometric Tool Co	New Haven	The Russell Mfg Co	Middletown
<b>Signals</b>		<b>Tarred Lines</b>		The Raybestos Div of Raybestos-Manhattan Inc (oil burner wicks)	Bridgeport
The H C Cook Co (for card files)	Ansonia	Brownell & Co Inc	Moodus	<b>Wire</b>	
<b>Silks</b>		<b>Telemetering Instruments</b>		The Bristol Brass Corp (brass & bronze)	Bristol
Cheney Brothers	South Manchester	The Bristol Co	Waterbury	The Driscoll Wire Co (steel)	Shelton
<b>Sizing and Finishing Compounds</b>		<b>Textile Machinery</b>		Hudson Wire Co Winsted Div (insulated & enamled magnet)	Winsted
American Cyanamid & Chemical Corp	Waterbury	The Merrow Machine Co	2814 Laurel St Hartford	The Atlantic Wire Co (steel)	Branford
<b>Smoke Stacks</b>		<b>Textile Mill Supplies</b>		P O Box 1030	Waterbury
The Bigelow Company (steel)	New Haven	Ernst Bischoff Company Inc	Ivoryton	Rockbestos Products Corp (asbestos insulated)	New Haven
<b>Soap</b>		<b>Textile Processors</b>		Scovill Manufacturing Co (brass, bronze and nickel silver)	Waterbury
The J B Williams Co (industrial soaps, toilet soaps, shaving soaps)	Glastonbury	The Aspinook Corp (cotton)	Jewett City	<b>Wire Arches and Trellis</b>	
<b>Special Parts</b>		<b>Thermometers</b>		The John P Smith Co	New Haven
The Greist Mfg Co (small machined, especially precision stampings)	503 Blake St New Haven	The Bristol Co (recording and automatic control)	Waterbury	423-33 Chapel St	
<b>Sponge Rubber</b>		<b>Thin Gauge Metals</b>		<b>Wire Baskets</b>	
The Sponge Rubber Products Co	Derby	The Thinsheet Metals Co (plain or tinned in rolls)	Waterbury	Rolock Inc (for acid, heat, degreasing)	Southport
<b>Spreads</b>		<b>Thread</b>		<b>Wire Cable</b>	
Palmer Brothers Company	New London	Max Pollack & Co Inc	Groton	The Bevin-Wilcox Line Co (braided)	East Hampton
<b>Spring Coiling Machines</b>		The American Thread Co	Willimantic	<b>Wire Cloth</b>	
The Torrington Manufacturing Co	Torrington	The Gardiner Hall Jr Co (cotton sewing)	South Willington	The C O Jelliff Mfg Co (All metals, all meshes)	Southport
<b>Spring Units</b>		Wm Johl Manufacturing Co	Mystic	The John P Smith Co	New Haven
American Chain & Cable Co Inc	Bridgeport	<b>Threading Machines</b>		423-33 Chapel St	
Owen Silent Spring Co Inc (mattresses and upholstery furniture)	Bridgeport	The Grant Mfg & Machine Co (double and automatic)	Bridgeport	<b>Wire Drawing Dies</b>	
<b>Spring Washers</b>		<b>Time Recorders</b>		The Waterbury Wire Die Co	Waterbury
The Wallace Barnes Co Div Associated Spring Corp	Bristol	Stromberg Time Corp	Thomaston	<b>Wire Dipping Baskets</b>	
<b>Springs—Coil &amp; Flat</b>		<b>Timers, Interval</b>		The John P Smith Co	New Haven
The Humason Mfg Co	Forestville	The H C Thompson Clock Co	Bristol	423-33 Chapel St	
The Wallace Barnes Co Div Associated Spring Corp	Bristol	<b>Tinning</b>		<b>Wire Formings</b>	
<b>Springs—Flat</b>		Wilcox Crittenden & Co Inc	Middletown	The Autoyre Co	Oakville
The Wallace Barnes Co Div Associated Spring Corp	Bristol	The Thinsheet Metals Co (non-ferrous metals in rolls)	Waterbury	<b>Wire Forms</b>	
<b>Springs—Furniture</b>		<b>Tools</b>		The Humason Mfg Co	Forestville
American Chain & Cable Co Inc	Bridgeport	The Hoggson & Pettis Mfg Co (rubber workers)	New Haven	The Wallace Barnes Co Div Associated Spring Corp	Bristol
Owen Silent Spring Co Inc	Bridgeport	141 Brewery St		<b>Wire Goods</b>	
<b>Springs—Wire</b>		The O K Tool Co Inc (inserted tooth metal cutting)	33 Hull St Shelton	The Patent Button Co	Waterbury
The Wallace Barnes Co Div Associated Spring Corp	Bristol	<b>Tools, Dies &amp; Fixtures</b>		The American Buckle Co (overall trimmings)	West Haven
<b>Springs, Wire &amp; Flat</b>		The Greist Mfg Co	New Haven	Scovill Manufacturing Co (To Order)	Waterbury
The Autoyre Company	Oakville	<b>Toys</b>		<b>Wire Mesh</b>	
Palmer Brothers Company	New London	A C Gilbert Company	New Haven	Rolock Inc (all meshes and metals)	Southport
<b>Stamps</b>		The Gong Bell Co	East Hampton	<b>Wiremolding</b>	
The Hoggson & Pettis Mfg Co (steel)	141 Brewery St New Haven	The N N Hill Brass Co	East Hampton	The Wiremold Company	Hartford
<b>Stampings—Small</b>		<b>Trucks—Lift</b>		<b>Wire Nuts—Solderless</b>	
The Greist Manufacturing Co	New Haven	The Excelsior Hardware Co	Stamford	The Wiremold Company	Hartford
The Wallace Barnes Co Div Associated Spring Corp	Bristol	<b>Trucks—Skid Platforms</b>		<b>Wire Reels</b>	
<b>Staples</b>		The Excelsior Hardware Co (lift)	Stamford	The A H Nilson Mach Co	Bridgeport
Sargent and Company	New Haven	<b>Tube Clips</b>		<b>Wire Partitions</b>	
<b>Steel Castings</b>		The H C Cook Co (for collapsible tubes)	Ansonia	The John P Smith Co	New Haven
The Hartford Electric Steel Co (carbon and alloy steel)	540 Flatbush Ave Hartford	32 Beaver St		423-33 Chapel St	
Malleable Iron Fittings Co	Branford	<b>Tubing</b>		<b>Wire Rings</b>	
Nutmeg Crucible Steel Co	Branford	The American Brass Co (brass and copper)	Waterbury	The American Buckle Co (pan handles and tinners' trimmings)	West Haven
<b>Steel—Cold Rolled Spring</b>		Scovill Manufacturing Co (copper alloys)	Waterbury	<b>Wire Shapes</b>	
The Wallace Barnes Co Div Associated Spring Corp	Bristol	<b>Tubing—Condenser</b>		Bridgeport Chain & Mfg Co	Bridgeport
<b>Steel—Cold Rolled Stainless</b>		Scovill Manufacturing Co	Waterbury	<b>Woodwork</b>	
Wallingford Steel Company	Wallingford	<b>Typewriters</b>		C H Dresser & Son Inc (Mfg all kinds of woodwork)	Hartford
<b>Steel—Cold Rolled Strip and Sheets</b>		Underwood Elliott Fisher Co	Hartford	<b>Yarns</b>	
Wallingford Steel Company	Wallingford	<b>Typewriter Ribbons</b>		The Ensign-Bickford Co (jute carpet)	Simsbury
<b>Steel Goods</b>		Underwood Elliott Fisher Co	Hartford	<b>Zinc</b>	
Scovill Manufacturing Co (To Order)	Waterbury	<b>Underclearer Rolls</b>		The Platt Bros & Co (ribbon, strip and wire)	Waterbury
		Sonoco Products Co (Climax-Lowell Div)	Mystic	P O Box 1030	
		<b>Vacuum Bottles and Containers</b>		<b>Zinc Castings</b>	
		American Thermos Bottle Co	Norwich	Newton-New Haven Co Inc 688 Third Ave	West Haven (Advt.)
		<b>Vacuum Cleaners</b>			
		The Spencer Turbine Co	Hartford		



## SERVICE SECTION

### FOR SALE—RENT—WANTED

**MANUFACTURING PLANT FOR LEASE**—Three story brick with all modern improvements, including sprinkler system in first class condition. Formerly used for harness factory. Capable of handling 400 hands. Address: The Moore Insurance & Realty Co., Box 10, Charles-town, W. Va.

**WANTED—REAMING AND TAPPING FACILITIES**—to cut 5-inch pipe thread in grey-iron cast flanges, quantity 500, starting late January. Must be near Hartford. M. T. W. 135.

**WANTED—PLASTIC MOULDING FACILITIES** located in or near Hartford to supply moulded parts in quantity, 14" long, 5/16" wide, 1/16" thick. Type of plastic material used may be changed to suit facilities available. Work will start in two or three months. If interested, please contact immediately. M. T. W. 136.

**WANTED—MACHINE FACILITIES**—Seeking subcontractors for precision work on airplane instruments. We are particularly interested in facilities for machining aluminum castings and precision gear cutting equipment. Address M. T. W. 137.

**WANTED**—A water heater for heating raw river water, for use in beater room of paper mill. In submitting your offer please give full details and specifications, and also capacity. Address S. E. 168.

**FOR SALE**—3,700 lbs. 21/32" Dia. Cold Drawn Steel Screw Stock, 12' 11" lengths. Address S. E. 169.

**FOR SALE**—A quantity of steel pulleys, split and solid, of all sizes; also shafting, hangers, hanger boxes, etc. Address S. E. 170.

**FOR SALE**—Three horizontal tubular boilers good for pressure of 150 lbs. In excellent condition, quadruple riveted, 72" in diameter, 96 three and one-quarter inch tubes, 18 feet long, built by Bigelow of New Haven, April 8, 1918. Have not been used for 6 or 8 years. Must be removed for needed space. Address S. E. 171.

**FOR SALE**—Ideal manufacturing site on Railroad Avenue, Bridgeport. Architect has already prepared plan for two-story brick building 30 x 140 ft. which, together with cost of land, can be completed for \$47,000. Practically all the iron girders, etc. are on the ground and the balance is available with proper rating. Address S. E. 175.

**FOR SALE—PATENT RIGHTS**—Newly developed large-size ram, up to 36-inch drive pipe diameter for use in irrigation and mining, has high efficiency due to patented design, lifting water 30' for each foot of fall, with no cost of operation—Good "after-the-war" product for plant with both machine shop and foundry. Address S. E. 220.

**OIL STORAGE TANKS**—We have tanks for storage of oil or other uses, 500 to 8,000 gallons capacity. Address S. E. 231.

**STEEL WATER TANK AND HEATER**—50,000 gallon Chicago Bridge & Iron Company Horton steel water tank complete with steam tank heater, on 75 foot steel tower. Installed December, 1928. Condition excellent. 100 gallons per minute at 100 foot head centrifugal direct connected motor driven pump—5 horsepower, 220 volt, 3 phase, 60 cycle motor—installed in 1928, used only intermittently, condition excellent. Address S. E. 232.

**ELECTRIC MOTORS**—Several electric motors in our factory five, ten and fifteen horsepower. They are in good running order. Address S. E. 236.

**FOR SALE**—Going profitable business now operating 24 hours a day and is making tools and dies for war production industries. Has excellent peacetime product which it stopped producing earlier this year to convert to war production. Will sell building and complete machine shop equipment, patents and good will. Address S. E. 241.

**FOR SALE**—Several hundred pounds of Hemp and Manila twine or string in pieces 8-ft. to 10-ft. long each. Suitable for tying light bundles or for nurserymen. Address S. E. 242.

**WAR WORK WANTED**—Company AAA1 financially rated, with 100,000 square feet working space, has assembly facilities, foot and power presses, hand and automatic screw machines, plain and universal millers, single and multiple head lathes, drill presses, tappers, etc., desires additional war work of a continuous nature. Address P. O. Box 136, Bridgeport, Conn.

### EMPLOYMENT

**WOMAN OFFICE MANAGER**, with knowledge of accounting. Mature judgment and with background of fine business connections. Present position affected by war inductions. Would be especially interested in connection with estate office or with individual of extensive business and financial interests. P. W. 754.

**PERSONNEL ASSISTANT—OFFICE ASSISTANT**—Seven years manager of small loan business—investigation experience with Welfare Department, interviewed applicants and family members—personal contact with men and women of all ages, classes and occupations in granting loans, collections, special cases, etc.—necessary to make prompt decisions, explain decisions and deal with difficult situations—working knowledge of everyday law—office manager responsible for payroll, files, cashier, and dictation. Address P. W. 761.

**EXPEDITING SPECIALIST**—Knowledge of blue prints—sales engineer and technical advisor, procurement expeditor, good record as trainer of salesmen—also investigated new products. Know heavy machinery, optical equipment, gauges, etc.—will cover any part of U. S.—know priorities and have expedited in Washington, D. C.—age 38, married, 3 dependents, college graduate, Protestant, exceptional personality, a go-getter—\$100 a week. Address P. W. 765.

**TEXTILE PLANT MANAGER—LABOR RELATIONS**—Has a good knowledge of cotton sewing threads; finishing, winding and production planning of cotton textiles; also, labor relations problems. In addition, directed the closing operations and transfer of stocks, dismantling of machinery, etc. of the company, as well as subsequent reopening of plant. 40 years experience from thread boy to superintendent and plant manager—age 58, married, Protestant, \$6,000 minimum. Address P. W. 768.

**EXPERIENCED BUSINESS MAN**—has run a business for 20 years as small manufacturer of shoe creams and cement for chain and department stores—5 years with large firm distributing food products, contacting jobbers and retailers—5 years in wholesale house furnishings—has supervised workers, good personality, high school graduate, age 50, married, Protestant, Hartford area, \$50.00. Address P. W. 770.

**ASSISTANT SUPERINTENDENT**—Production Assistant—graduate engineer, B.S. and M.S. in Civil Engineering—2 years estimator and draftsman for general contractor—2 years superintendent of construction for general contractor. One summer as test engineer for aircraft manufacturer—8 years as instructor in Engineering School, teaching Engineering Drawing, Descriptive Geometry, Mechanics, Stresses in Structures, Hydraulics and Hydraulic Laboratory—several years as head athletic coach—Age 42, 2 children, excellent health. Address P. W. 773.

**PERSONNEL DIRECTOR**—25 years' experience as Personnel Manager of a large manufacturing concern in the metal industry employing both males and females. Experience includes—Advance Planning of Needs, Recruiting, Selection and Placement, Induction and Follow-up, Training and Upgrading, Transfers, Promotions, Salary and Wage Changes, Separations, Employee Identification, Employee Records, Employment and Labor Turnover Reports—Federal and State Labor Law Translations, such as the National Labor Relations Act, Fair Labor Standards Act, Walsh-Healey Act, Social Security and Unemployment Insurance Act, the President's Executive Orders on Overtime Payments and the Cost of Living Stabilization—Has handled Group Insurance, Cafeteria, Athletic and Recreational programs, Health and Safety programs, Selective Service Deferrals, Apprentice Training, Credit Union, Training within Industry, Collective Bargaining Negotiations and Grievance Procedure. Age 48—married—two children. Address P. W. 774.

**WANTED**—A challenging engineering job to do where my experience and ability will help the war effort the most. A man with a technical education, backed up by broad manufacturing experience. A seasoned executive, ready to become your Works Manager, with the opportunity for constructive work on more or less unrestricted lines. Salary in proportion to responsibilities. Address P. W. 777.





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- 1. YOUR LOCAL CALLS.** Be brief. Don't make unnecessary calls, especially if you share a party line. Avoid calls to "Information"—use your directory
- 2. YOUR OUT-OF-TOWN CALLS.** Calls to points within Connecticut — and also to nearby out-of-state points — can generally be handled without delay at any time. Avoid placing calls to the more distant points between 7 and 9 in the evening.



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